

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

MARCH 1, 1948

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MICHIGAN STATE COLLEGE
OF AGR. AND APP. SCIENCES



Ligustrum Indicum

SEEDS

TREE—SHRUB—PERENNIAL
FLOWER—VEGETABLE

HERBST BROTHERS
92 Warren St., New York 7, N. Y.

Correspondence with seed collectors and growers invited.

Free catalog "Seeds for Nurserymen."

NORTHERN-GROWN ROSES

Our Northern-grown Roses are carefully grown, well graded, and with our exceptional storage facilities for storing and handling of roses, we are in a position to supply first-class plants which give satisfaction. We can often include your order in a combination carload to your section. All stock listed is available for immediate shipment.

For detailed descriptions refer to our Spring Wholesale Trade List.

BABY ROSES—DWARF POLYANTHA and FLORIBUNDA

				Per 10	Per 100					Per 10	Per 100
No. 1				\$6.00	\$55.00	No. 2				\$2.90	\$25.00
No. 1 1/2				4.50	40.00	No. XX, Heavy				7.00	65.00
	No. 1	No. 1 1/2	No. 2	XX			No. 1	No. 1 1/2	No. 2	XX	
Cameo		600	840			Golden Salmon Superior		320	150		
Chatillon	520	100	70	190		Ideal	1100	1600	440	1200	
Dagmar Spath		120	200			Kirsten Poulsen	980	270	120	900	
Edith Cavell	900	800	150	250		Lafayette	380			900	
Ellen Poulsen			130			Lafayette Improved		60	400	30	
Else Poulsen	2100	1460	1200	1360		Orange Triumph		60	310		
Eutin	260	410	600	840		Pink Gruss an Aachen		130	530		
Floradora		60	120			Poulsen's Yellow		100	250		
Gloria Mundi	1600	1400	1400	1100		Sparkler	1200	1300	300	230	
Golden Salmon	340	600	1600	800		Triomphe Orleansais	160	840	1700	330	

CLIMBING H. T. ROSES

No. 1	Per 100	No. XX Heavy	Per 100
	\$55.00		\$65.00
	No. 1	No. 1	No. 1
Cl. Caledonia		80	240
Cl. Christopher Stone		60	80
Cl. Etoile de Hollande		200	400
Cl. Mrs. P. S. Du Pont		400	800
Cl. Pink Radiance			600
Cl. Red Radiance			180
Cl. Talisman			400

CLIMBERS and RAMBLERS

	Per 100		Per 100		Per 100
130 American Pillar, No. 1 1/2	\$30.00	1580 Excelsa Pillar, No. 1	\$25.00	240 Royal Scarlet, No. 1 1/2	\$35.00
30 American Pillar, No. 2	20.00	270 Excelsa Pillar, No. 1 1/2	20.00	80 Royal Scarlet, No. 2	25.00
120 Cl. American Beauty, No. 1	45.00	130 Excelsa Pillar, No. 2	15.00	140 Seven Sisters, XX	45.00
800 Cl. American Beauty, No. 1 1/2	35.00	210 Flower of Fairfield, No. 1	35.00	690 Seven Sisters, No. 1	35.00
600 Cl. American Beauty, No. 2	22.00	170 Flower of Fairfield, No. 1 1/2	25.00	760 Seven Sisters, No. 1 1/2	25.00
480 Crimson Rambler, No. 1	35.00	25 Flower of Fairfield, No. 2	21.00	140 Seven Sisters, No. 2	18.00
200 Crimson Rambler, No. 1 1/2	35.00	200 Gardenia, XX	45.00	100 Silver Moon, No. 1	35.00
120 Dorothy Perkins, XX	35.00	930 Gardenia, No. 1	35.00	30 Silver Moon, No. 1 1/2	29.00
2400 Dorothy Perkins, No. 1	25.00	880 Gardenia, No. 1 1/2	25.00	125 Silver Moon, No. 2	18.00
2800 Dorothy Perkins, No. 1 1/2	20.00	150 Gardenia, No. 2	18.00	50 Tausendschon, XX	10.00
880 Dorothy Perkins, No. 2	15.00	80 Mary Wallace, No. 1	45.00	140 Tausendschon, No. 1	30.00
320 Dr. Van Fleet, XX	55.00	210 Paul's Scarlet, No. 1	45.00	200 Tausendschon, No. 1 1/2	25.00
470 Dr. Van Fleet, No. 1	45.00	800 Paul's Scarlet, No. 1 1/2	35.00	70 Tausendschon, No. 2	18.00
340 Dr. Van Fleet, No. 1 1/2	35.00	2600 Paul's Scarlet, No. 2	20.00	200 White Dorothy, XX	35.00
400 Dr. Van Fleet, No. 2	25.00	90 Primrose, XX	55.00	1400 White Dorothy, No. 1	25.00
300 Excelsa, XX	35.00	210 Primrose, No. 1	45.00	490 White Dorothy, No. 1 1/2	20.00
620 Excelsa, No. 1	25.00	340 Primrose, No. 1 1/2	35.00	170 White Dorothy, No. 2	15.00
400 Excelsa, No. 1 1/2	20.00	1400 Primrose, No. 2	22.00	600 Wichuriana, No. 1	25.00
370 Excelsa, No. 2	15.00	190 Royal Scarlet, XX	55.00	1400 Wichuriana, No. 1 1/2	15.00
900 Excelsa Pillar, XX	32.00	400 Royal Scarlet, No. 1	45.00	600 Wichuriana, No. 2	10.00

RUGOSAS, HYBRIDS and MISCELLANEOUS

	Per 100		Per 100		Per 100
400 Belle Poltevine, 2 to 3 ft.	\$10.00	50 Carolina, 12 to 18 ins.	\$20.00	40 Lucida, 12 to 18 ins.	\$25.00
1000 Belle Poltevine, 18 to 24 ins.	30.00	1300 F. J. Grootendorst, 2 to 3 ft.	55.00	40 Mrs. Anthony Waterer,	
1800 Belle Poltevine, 12 to 18 ins.	22.00	2000 F. J. Grootendorst, 18 to 24 ins.	45.00	2 to 3 ft.	50.00
590 Belle Poltevine, 9 to 12 ins.	15.00	1900 F. J. Grootendorst, 12 to 18 ins.	35.00	65 Mrs. Anthony Waterer,	
20 Blanda, 4 to 5 ft.	65.00	600 F. J. Grootendorst, 9 to 12 ins.	25.00	18 to 24 ins.	40.00
370 Blanda, 3 to 4 ft.	50.00	700 Grootendorst Pink, 2 to 3 ft.	55.00	45 Mrs. Anthony Waterer,	
470 Blanda, 2 to 3 ft.	40.00	1200 Grootendorst Pink, 18 to 24 ins.	45.00	12 to 18 ins.	30.00
320 Blanda, 18 to 24 ins.	30.00	1000 Grootendorst Pink, 12 to 18 ins.	35.00	150 Nitida, 2 to 3 ft.	60.00
90 Blanda, 12 to 18 ins.	20.00	250 Grootendorst Pink, 9 to 12 ins.	25.00	200 Nitida, 18 to 24 ins.	45.00
45 Carolina, 2 to 4 ft.	50.00	400 Grootendorst Supreme,		190 Nitida, 12 to 18 ins.	30.00
320 Carolina, 2 to 3 ft.	40.00	2 to 3 ft.	60.00	55 Rugosa Rubra, 3 to 4 ft.	35.00
410 Carolina, 18 to 24 ins.	30.00	320 Grootendorst Supreme,		900 Rugosa Rubra, 2 to 3 ft.	40.00
		18 to 24 ins.	50.00	220 Rugosa Rubra, 18 to 24 ins.	30.00
		400 Grootendorst Supreme,		50 Rugosa Rubra, 12 to 18 ins.	25.00
		12 to 18 ins.	40.00	95 Rugosa Rubra, 9 to 12 ins.	18.00
		220 Hansa, 9 to 12 ins.	25.00	180 Sarah Van Fleet, 18 to 24 ins.	30.00
		530 Harrison's Yellow, 3 to 4 ft.	70.00	140 Sarah Van Fleet, 12 to 18 ins.	40.00
		250 Harrison's Yellow, 2 to 3 ft.	60.00	140 Sarah Van Fleet, 9 to 12 ins.	25.00
		700 Hugonis, 3 to 4 ft.	55.00	460 Setigera, 3 to 4 ft.	35.00
		1800 Hugonis, 2 to 3 ft.	45.00	1140 Setigera, 2 to 3 ft.	25.00
		600 Hugonis, 18 to 24 ins.	35.00	940 Setigera, 18 to 24 ins.	20.00
		35 Lucida, 3 to 4 ft.	55.00	650 Setigera, 12 to 18 ins.	15.00
		320 Lucida, 2 to 3 ft.	40.00	50 Skyrocket, 2 to 3 ft.	65.00
		130 Lucida, 18 to 24 ins.	30.00	30 Skyrocket, 18 to 24 ins.	35.00



"One of America's Foremost Nurseries"

MOUNT ARBOR NURSERIES
SHENANDOAH, IOWA

E.S. Welch PRES.

AMERICAN NURSERYMAN

[Registered U. S. Patent Office]

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SAVE — FLOWER SEEDS IN BULK

AGERATUM		
mex. Blue Cap, very df.	1/2 oz.	\$0.45
mex. Blue Perfection, semidf.	1/2 oz.	.35
mex. Fairy Pink, soft salmon-rose	1/2 oz.	.45
mex. Midget Blue, rich blue, compact	1/2 oz.	.70
mex. Purple Perfection	1/2 oz.	.35
mex. Dwarf, white	1/2 oz.	.40
mex., blue	1/2 oz.	.25
mex., tall, white	1/2 oz.	.30
AGROSTEMMA		
rostellata Rose of Heaven	1/2 oz.	.30
coronaria, Rose Campion, violet	1/2 oz.	.30
coronaria atrosanguinea, deep red	1/2 oz.	.35
ALYSSUM		
benthami, white, Sweet Alyssum	1/2 oz.	.25
benthami, df. comp.	1/2 oz.	.30
Lilac Queen	1/2 oz.	.30
benthami, df. comp.	1/2 oz.	.25
Little Gem, white	1/2 oz.	.25
benthami, df. comp.	1/2 oz.	.30
benthami procumbens	1/2 oz.	.25
Carpet of Snow	1/2 oz.	.25
ANCHUSA		
capensis Blue Bird	1/2 oz.	.25
italica (azurea) Lisanel	1/2 oz.	.25
italica (azurea) Opal	1/2 oz.	.30
ANEMONE		
coronaria Queen, blue	1/2 oz.	.40
coronaria Queen, deep scarlet	1/2 oz.	.45
ANTIRRHINUM		
maius grif., mixed	1/2 oz.	.25
ASTER		
American (Vick's) Gt. Branching	1/2 oz.	.40
W. R., azure-blue, crimson, pink, purple, red, white or mixed	1/2 oz.	.40
California Giants Imp. Apple Blossom, azure-blue, crimson, dark purple, deep rose, light purple, rich pink, white or mixed	1/2 oz.	.50
Grego Gts. Imp. (Ostrich Feather)	1/2 oz.	.50
W. R., azure-blue, bright blue, crimson, dark violet, deep rose, peach blossom, white or mixed	1/2 oz.	.50
CALENDULA		
Hall's Apricot, gold or orange	each 1/2 oz.	.25
Chrysantha (Sunshine)	1/2 oz.	.25
Lemon Queen	1/2 oz.	.25
Orange King	1/2 oz.	.25
Radio, quilled orange	1/2 oz.	.25
Radio, Golden Beam, quilled yellow	1/2 oz.	.25
Sensation (Campfire)	1/2 oz.	.25
Shaggy, orange	1/2 oz.	.25
Yellow Cotolosal	1/2 oz.	.25
double, mixed	1/2 oz.	.25
CALLIOPSIS		
Dr. Golden Crest	1/2 oz.	.25
Dr. Golden Wave, pure yellow	1/2 oz.	.25
Hybrida, semidouble mixed	1/2 oz.	.25
dwarf, mixed	1/2 oz.	.25
CANDYTUFT		
coronaria Gt. Hyacinth, fl. select	1/2 oz.	.25
umbellata, crimson, flesh-pink, lilac (lavender), purple, rose-cardinal, rose-pink or white	each 1/2 oz.	.25
umbellata, mixed	1/2 oz.	.25
CARNATION		
Chabaud's Imp., cardinal-red (Sparkler), crimson (Nero), deep rose, flesh-pink, salmon-rose (Legion of Honor), white (Jeanne D'Alba) or yellow (Marie Chabaud) each 1/2 oz.	1/2 oz.	.60
Chabaud's Imp., mixed	1/2 oz.	.40
Enfant de Nice, pale pink, red, rose, salmon, scarlet, striped or white	each 1/2 oz.	.70
Enfant de Nice, mixed	1/2 oz.	.85
Grenadin Black King, Cardinal Red, Golden Sun, Rose Queen, Snow White, Triumph Pink or White	each 1/2 oz.	.60
Grenadin, mixed	1/2 oz.	.60
Marguerite, mixed	1/2 oz.	.45
Marguerite Gt. Malmalson strain, mixed	1/2 oz.	.65
CELOSIA		
chilisi, crimson, pink or yellow	each 1/2 oz.	.30
cristata, dwarf, mixed	1/2 oz.	.30
cristata, tall, mixed	1/2 oz.	.25
plumosa, df., Flery Feather	1/2 oz.	.45
plumosa, df., Golden Feather	1/2 oz.	.45
plumosa, tall, finest mixed	1/2 oz.	.25
plumosa, tall, Flame of Fire	1/2 oz.	.45
plumosa, tall, Thompson's Magnifica	1/2 oz.	.30
mixed	1/2 oz.	.30
CENTAUREA		
cyaneus, double, Blue Boy, maroon, pink, red, rose, ruby, white or mixed	1/2 oz.	\$0.25
cyaneus, double, mixed	1/2 oz.	.25
cyaneus, double, dwarf, Jubilee Gem	1/2 oz.	.35
gymnocarpa, rose, Dusty Miller	1/2 oz.	.25
imperialis, mixed	1/2 oz.	.30
macrocephala, yellow	1/2 oz.	.25
moschata, mixed, Sweet Sultan	1/2 oz.	.30
CLARKIA		
elegans, dble., Albatross, Brilliant, Firebrand, Purple King or Scarlet Queen	each 1/2 oz.	.30
elegans, dble., mixed	1/2 oz.	.25
COLEUS		
hybridus, mixed	1/2 oz.	.60
hybridus, extra-lg. leaved, mixed	1/2 oz.	.60
hybridus salicifolius (laciniaatus)	1/2 oz.	.60
COSMOS		
ely. fl., Orange Flare or Yellow Flare	each 1/2 oz.	.25
ely. fl., Orange Ruffles	1/2 oz.	.30
ely. fl., Sensation, crimson, pink or white	each 1/2 oz.	.30
ely. fl., Sensation, mixed	1/2 oz.	.25
late fl., mixed	1/2 oz.	.25
DAHLIA		
Coltessa hybrids, single, mixed	1/2 oz.	.30
Unwin's Dwarf hybrids, mixed	1/2 oz.	.40
variabilis, single, mixed	1/2 oz.	.30
DELPHINIUM		
Belladonna, light blue	1/2 oz.	.45
Belladonna Clivedon Beauty	1/2 oz.	.55
Belladonna, light blue, Improved	1/2 oz.	.80
Belladonna, dk. blue	1/2 oz.	.45
Blackmore & Langdon hybrids, mixed	1/2 oz.	.50
Cardinalis	1/2 oz.	.30
Chinensis, df., Butterfly, blue	1/2 oz.	.30
Chinensis, dwarf, white	1/2 oz.	.30
Chinensis, tall, dark blue	1/2 oz.	.30
Chinensis, tall, Cambridge, blue	1/2 oz.	.45
Chinensis, tall, white	1/2 oz.	.30
Formosanum, deep blue	1/2 oz.	.45
Gold Medal hybrids	1/2 oz.	.45
Iceberg, pure white	1/2 oz.	.40
Lamarine	1/2 oz.	.65
Pacific Giant hybrids, mixed	1/2 oz.	1.35
Wire-tham (Hollyhock fl.), mixed	1/2 oz.	1.00
GYPHOPHILA		
elegans, carmine	1/2 oz.	.25
elegans London Market, lg. fl., white	1/2 oz.	.25
elegans, rose	1/2 oz.	.25
HELICHRYSUM		
monstrosum, dble., bright yellow, bronze, deep red, pink, scarlet or white	each 1/2 oz.	.35
monstrosum, double, mixed	1/2 oz.	.30
HOLLYHOCK		
Chater's double, Carmine-red, Corfman-pink, Lilac, Newport Pink, Salmon-rose, Sunset, or mixed	each 1/2 oz.	.45
Indian Spring, single annual	1/2 oz.	.35
Triumph, dble., waved and fringed, mixed	1/2 oz.	.40
single, mixed	1/2 oz.	.30
IPOMOEA		
Bona Nox	1/2 oz.	.30
Heavenly Blue	1/2 oz.	.30
Noctiflora w.s. Moonflower	1/2 oz.	.30
Pearly Gates	1/2 oz.	.45
Scarlet O'Hara	1/2 oz.	.45
LARKSPUR		
Gt. Imperial: Blue Bell, Blue Spire, Carmine King, Dazzler, Equilite Pink, Exquisite Rose, Gloria, Lilac King, Lilac Spire, Los Angeles, Miss California, Pink Perfection, White King	each 1/2 oz.	.40
Gt. Imperial, mixed	1/2 oz.	.35
Stock-fl., mixed	1/2 oz.	.35
LILIU		
philippinense formosanum	1/2 oz.	.55
regale	1/2 oz.	.35
LINARIA		
maroccana Excelsior hybrids, mixed	1/2 oz.	.25
maroccana Fairy Bouquet	1/2 oz.	.30
LINUM		
grif. rubrum, Scarlet Flax	1/2 oz.	.25
LOBELIA		
cardinalis	1/2 oz.	.45
crispus, blue	1/2 oz.	.30
crispus Crystal Palace, compact	1/2 oz.	.35
crispus Emperor William, blue	1/2 oz.	.35
LUPINUS		
annual, small seeded, mixed	1/2 oz.	\$0.25
Hartwegi Gt. King, blue, rosy-purple, sky-blue or white	1/2 oz.	.35
Hartwegi Gt. King, mixed	1/2 oz.	.30
MARIGOLD		
African, df. Chrysanthemum fl.	1/2 oz.	.40
African, df. Chrysanthemum fl. Limelight	1/2 oz.	.40
African, df., Pot of Gold	1/2 oz.	.30
African, df., double, mixed	1/2 oz.	.30
African, tall, All-Double, lemon	1/2 oz.	.40
African, tall, All-Double, orange	1/2 oz.	.40
African, tall, Burpee Gold Imp.	1/2 oz.	.30
African, tall, Crown of Gold	1/2 oz.	.30
African, tall, Dixie Sunshine	1/2 oz.	.35
African, tall, Giant Goldsmith	1/2 oz.	.45
African, tall, Giant Yellowstone	1/2 oz.	.45
African, tall, Guinea Gold	1/2 oz.	.30
African, tall, Sunset Giants	1/2 oz.	.35
African, tall, Yellow Supreme	1/2 oz.	.30
African, tall, double, mixed	1/2 oz.	.30
French, dwarf, Harmony	1/2 oz.	.25
French, dwarf, Harmony	1/2 oz.	.25
French, dwarf, Royal Scot	1/2 oz.	.30
French, dwarf, Spm.	1/2 oz.	.30
French, tall, Lieb's Winter fl.	1/2 oz.	.30
French, tall, double, mixed	1/2 oz.	.30
MIGNONETTE		
Crimson Giant	1/2 oz.	.30
NASTURTIUM		
df. Gem, double, mixed	1/2 oz.	.25
df. single, mixed	1/2 oz.	.25
tall, single, mixed	1/2 oz.	.25
Gleam Hybrids, mixed	1/2 oz.	.25
Golden Gleam	1/2 oz.	.25
Moon Gleam	1/2 oz.	.25
Salmon Gleam	1/2 oz.	.25
Scarlet Gleam	1/2 oz.	.25
PETUNIA		
hybrida Blue Bee, General Dodds, Howard Star, Rose King, Violacea or White King	each 1/2 oz.	.35
hybrida, mixed	1/2 oz.	.30
hybrida nana compacta, Blue Hedder, Celestial Rose, Rose of Heaven, Silver Blue, Snow Queen or Violacea	each 1/2 oz.	.35
hybrida nana compacta, mixed	1/2 oz.	.35
PHLOX		
cuspidata, mixed, Star Phlox	1/2 oz.	.40
dr. grif. Alba coccinea, Searlet White-Eye, Violacea or mixed	each 1/2 oz.	.45
dr. grif. nana compacta, Isabellina, Snowball or mixed	each 1/2 oz.	.60
PORTULACA		
double, bright pink, salmon, scarlet, striped, white, dark yellow or light yellow	each 1/2 oz.	.45
double, mixed	1/2 oz.	.35
single, mixed	1/2 oz.	.25
PRIMULA		
polyantha, red or yellow	1/2 oz.	.45
veris	1/2 oz.	.45
PYRETHRUM		
roseum, double, mixed	1/2 oz.	.85
roseum, single, atrosanguineum	1/2 oz.	.45
roseum, single, Robinson's	1/2 oz.	.40
hybrida	1/2 oz.	.40
roseum, single, pink or white	1/2 oz.	.40
roseum, single, mixed	1/2 oz.	.45
SALPIGLOSSIS		
Emperor, mixed	1/2 oz.	.30
SALVIA		
splendens	1/2 oz.	.60
splendens Bonfire	1/2 oz.	.65
SCABIOSA		
annual varieties, mixed	1/2 oz.	.30
SWEET WILLIAM		
annual, mixed	1/2 oz.	.30
VERBENA		
hybrida, mixed	1/2 oz.	.35
ZINNIA		
California Giants: Brightness, Cherry Queen, Crimson Queen, Daffodil, Enchantress, Golden Queen, Grenadier, Lavender Queen, Miss Willmott, Orange King, Purity, Salmon Queen, Scarlet Queen, Violet Queen, or mixed	each 1/2 oz.	.35
Dahlia fl. Canary Bird, Crimson Monarch, Dream, Exquisite, Golden Dawn, Golden State, Illumination, Oriole, Polar Bear, Pulpation Prince, Scarlet Flame, Will Rogers or mixed	each 1/2 oz.	.35
Liliput, Fompon, Golden Lilac, Orange, Purple, Red, Pink, White, Yellow or mixed	each 1/2 oz.	.35

HERBST BROTHERS

92 Warren St.

Est. 1876

New York 7, N. Y.

AMERICAN NURSERYMAN

F. R. KILNER, *Editor and Publisher*

Joan L. Kilner, *Assistant Editor*

Editorial

TIME TO START SELLING.

No single reason can be advanced for the drop in prices in the commodity markets, the stock market and elsewhere. To what extent such various factors were responsible as the effect of current weather on next season's world grain crops, the government's restriction on exports, the Marshall plan, politics, etc., no one can say. Whether inflation has run its course is yet to be seen; we hope it has. That deflation has set in, or will soon set in is still a question, except for the pricking of overinflated balloons created by unscrupulous and unbusinesslike persons who charged not cost plus a profit, but all the market would bear, white, black or gray. That a depression is in the near future is hard to believe, in the face of the unfilled demand for building, automobiles and other important public needs.

Unquestionably, the reaction of the public to high and higher prices has been one of the influences in the current readjustment period. When individuals feel that their income will not cover all wants, they cease buying some things, no matter how much is needed, so that they will be sure to have enough for groceries. When apprehension is relieved, an orderly market follows.

Businessmen prefer an orderly market, although speculators make their killings in abnormal markets. To merchants and manufacturers, seeking to turn over merchandise or service on a moderate profit, the excesses of the past season have been as unwelcome as to buyers. However easy it may have been to book orders for plants or for landscape jobs when the public had more money than foresight, we all breathe easier when the salesman has to do some work to land the customer. Then the normal processes of business can be calculated. So much effort is needed to produce so much result.

Whether the past month's price readjustments affect the nursery business for spring depends upon influence not yet foreseeable. But it is safe to say that the easy pickings are over. The sales staff must be enlarged or its efforts increased if the same volume of business is to be obtained as last year.

Lower prices will not do the job.

The Mirror of the Trade

If the nurseryman has been fair, his prices have covered his costs and a reasonable profit. Until his costs come down, in one way or another, he can scarcely lower his prices without curtailing his profit. And it is useless to work for nothing, for that leads to bankruptcy.

The nurseryman, like everyone else, must begin to work harder for the customer's dollar. For he is not only competing with sellers of other commodities and services; he is also competing with the buyer's fear that he had better keep his spare dollar in his purse. Before you think about the prospect of lower prices, before you think about a possible shrinkage in your volume of business, ask yourself if your sales-making efforts are in high gear. The public still needs our plants and our landscape services, but we must convince the prospects that this is the time to buy.

CASH FOR CAPITAL.

In the change from the "honey-moon" business era of the past few years, sales will require more effort on the part of the nurseryman, turnover will not be so rapid and not so large a proportion of business will be done for cash. And accounts will not be paid so promptly. If your books do not show that fact yet, you are lucky, for others' ledgers do so unmistakably.

This accumulation of your capital in accounts receivable adds to the cost of doing business, as do the other features of the change noted above. Most of us have recognized that expenses are going up and necessitating higher prices for merchandise. What we may not have noted in the change is that more cash capital will be needed in business.

If sales come less easily, if stock in the field moves out less rapidly, if accounts on the books clear less promptly, the capital of prewar days, or even of the early postwar era, may be tied up in places where it ceases to be of immediate use. In other words, our business assets may be as large as ever, but the cash in the bank may be much less, perhaps enough less to cause difficulty in an otherwise prosperous enterprise.

Inflation adds to this danger, for the dollars in the bank today are not of the same size in purchasing power as those our records showed in the account in prewar years. Capital of a stated size, ample a few years ago,

may be inadequate for operations today. Some of the largest corporations in the country, with millions in current assets, have found this embarrassing situation already a handicap to necessary expansion and even to present operations.

The nurserymen whose memories go back to the period of the depression need not be reminded that stock in the field is poor collateral for a bank loan. Accounts receivable are not much better when credit conditions are a subject of economists' discussions.

When his volume of business expands, as it seems likely to do in the coming seasons, the nurseryman should keep a sharp eye on his capital purchases, as well as on his expenses and accounts receivable, so that he will be sure to have an adequate amount of cash for his operations. The alternative course leads to unpaid bills, restricted operations and, eventually, business strangulation.

TELL ABOUT YOURSELF.

As the retail spring catalogs come to hand in larger numbers, one is struck, in turning the pages of one after another, with the lack of individuality.

In some catalogs, plant descriptions are given with greater fullness or originality than in others. There are evidences that the paste pot and shears are not relied upon by the catalog makers to the same extent as in the past.

But few nurseries tell very much about themselves and their service. Then, too often, it is in hackneyed terms that are an echo of what others say.

In experience, one finds no two nurseries are just alike. Why cannot the catalog man seize on that difference to individualize his firm's picture in its presentation to the public? A few firms have been successful at it. Why not more—lack of effort?

FEATURED in a recent issue of the *Altrusan* magazine, published by Altrusa International, Inc., a service club for executive and professional women, are the careers of Margaret Vanderploeg, who with her husband, Jan B. Vanderploeg, operates the Jan B. Vanderploeg landscape service at Muskegon, Mich., and Louise Haxton-Gray, owner of Gray Gardens Nursery, Greenville, Miss.

Pennsylvania Association Meets

By R. P. Meahl

More than 100 nurserymen, including visitors from neighboring states, attended the annual meeting of the Pennsylvania Nurserymen's Association February 4 and 5 at the Penn-Harris hotel, Harrisburg, despite a severe snowstorm which restricted travel.

At the final business session Thursday afternoon, the nominating committee, composed of Russell Harmon, LaBars' Rhododendron Nursery, Stroudsburg; R. J. Hively, Shiloh Nurseries, York, and Louis E. Wissenbach, Squirrel Hill Nursery, Pittsburgh, presented the following slate of officers, which was unanimously approved: President, William M. Long, Southampton Nurseries, Southampton; first vice-president, Charles M. Boardman, Farr Nursery Co., Weiser Park, and second vice-president, Owen B. Schmidt, F. D. Moore & Sons, Narberth. Stanley Leonard, Leonard & Leonard, Pittsburgh, and Eugene Muller, De Kalb Nurseries, Inc., Norristown, will serve as members of the executive committee for two years, and Wilbur I. Nisley, Walter, Nisley & Walter, Inc., Harrisburg, will serve for one year.

Delegates appointed for the annual convention of the American Association of Nurserymen, which will be held next July at Milwaukee, Wis., are William M. Long, Southampton Nurseries, Southampton; Charles M. Boardman, Farr Nursery Co., Weiser Park; Eugene Muller, De Kalb Nurseries, Inc., Norristown; R. J. Hively, Shiloh Nurseries, York, and Russell Harmon, LaBars' Rhododendron Nursery, Stroudsburg. John M. Eisler, Butler; J. Franklin Styer, Styer's Nurseries, Concordville, and Louis E. Wissenbach, Squirrel Hill Nursery, Pittsburgh, were appointed alternates.

A new feature of the meeting was the open forum held during the first morning's session. Eugene Muller, De Kalb Nurseries, Inc., Norristown, was the moderator.

No agreement was reached in regard to the standardization of prices for labor and nursery stock by the group. It was the general opinion that conditions varied too greatly from one locality to another for any definite schedule of dates to be drawn up. A schedule of uniform charges for balling and burlapping was also considered too difficult to establish, since each nursery's situation differs. One nursery reported that it figured

five hours were required for one man to dig and wrap a 3-foot ball. From this estimate some basis might be established for determining the charges to be made.

Types of nursery inventory were discussed. In some cases a permanent inventory is carried, which is considered better than a complete inventory every year. The latter arrangement will prove more complicated, for as the stock becomes larger and increases in value, the taxes also increase. Eventually, the stock, if un-



Wilbur I. Nisley.

sold, will grow so large as to become worthless, yet the tax boards will be reluctant to revise their values. There was general agreement that stock should not be included until it had reached salable size. However, the ideal method, as practiced by some nurseries, is not to list anything and to assume that the stock is not worth anything until it is actually sold.

On the question of health insurance for employees, it was generally recognized that in order to secure and retain high-grade labor the nursery industry as a whole must raise its standards. Some benefits, such as retirement and health insurance, might be established. Various plans for health or hospitalization insurance are being used by some nurseries. It was reported that, in order to secure retirement insurance, at least twenty-five men must be employed. A resolution to Congress in support of social security for agricultural workers was favored.

Complete agreement was not

reached as to whether or not a charge should be made for landscape plans. However, the majority felt it would depend upon the situation and the client, so that a hard and fast rule of always charging should not be made. Some nurserymen believed that the drawing of plans should be a service to customers, but that the plans are the property of the nursery and must remain in its hands until an order is signed.

It was believed that there was no real solution to the problem of keeping men profitably employed during the winter. Several suggestions which were made included contracting to do maintenance work on a yearly basis with equal monthly payments and moving large trees during the winter, although this type of work is not always available. The suggestion which gained the most approval was that nurserymen should engage in manufacturing of garden accessories or other similar products.

The afternoon session was opened with a welcoming address by Franklin Moore, manager of the Penn-Harris hotel. Mr. Moore said that in these days most organizations and businesses are interested in public relations. He defined public relations as "doing a good job and getting credit for it." However, he stated that if a man does a good job, he seldom needs to worry about public relations. He warned that no amount of advertising will be of any permanent value unless the concern is willing to do its job well and is capable of doing it well.

In his address, President Wilbur I. Nisley reported on the monthly meetings held at Narberth and those held at Harrisburg, Lancaster and York during the past year. He stressed the value of these meetings at which practical problems have been discussed and nurserymen have exchanged many valuable ideas.

President Nisley believed that the past year had been a successful one for nurserymen. He warned that the honeymoon of selling is over and said that customers are now asking, "How much will it cost?" or "Is it necessary at this time?" Competition will become stronger and will come mainly from other industries.

Employment is still a problem. There is great need for top-notch employees, but they want yearly wages, security for the future and chances for advancement. The nurs-

ery industry must offer opportunities equal to or better than those of other industries in order to hold its good men, Mr. Nisley said.

In conclusion, President Nisley made five recommendations: To maintain the present membership and increase it by means of interesting and instructive meetings; to increase membership in the American Association of Nurserymen in Pennsylvania; to continue the local meetings at various cities for good-fellowship and mutual aid in sharing problems; to promote one or more garden tours, and to establish a special committee to study the standardization of wages and costs of operation.

Richard P. White, executive secretary of the American Association of Nurserymen, presented a clear and concise picture of the situation at Washington, D. C. He believes that Congress will reduce taxes for the individual, but the exact amount is not certain. In all probability some form of European recovery program will be enacted. The chances are good that the minimum wage law will be changed. The minimum hourly wage may be raised to 60 or 65 cents, but there will be a clearer interpretation of who is covered by the law and who is not.

Virus diseases of stone fruits have become serious in some sections, and all states east of the Rocky mountains are threatened with embargoes. Some encouraging news was the announcement that the state departments of agriculture, the state agricultural experiment stations and the state nurserymen's associations are cooperating to solve the problem. The Hope-Flanagan act has allocated \$250,000 for regional laboratories to study means of controlling these virus diseases.

Mr. White said that the signs are generally encouraging for the nursery industry. There is still an acute housing shortage despite the fact that many new homes were built in 1947. At least 900,000 more homes are expected to be erected during 1948. All these new homes will require a great deal of nursery stock. The labor supply will continue to be rather tight. It will be necessary to train men to sell rather than just to take orders. There will be keen competition from other industries for the consumers' dollars. He recommended that nurseries increase their trade territory and cover their territory more thoroughly.

The A. A. N. has been considering a new slogan, which Mr. White offered for consideration, "Plant America."

J. Franklin Styer, Styer's Nurseries, Concordville, president of the Na-

tional Landscape Nurserymen's Association, reported on a meeting of that organization at Chicago in January. He first explained that a requirement for membership in the N. L. N. A. is membership in the A. A. N. The association holds its annual meeting during the same week and at the same place as the A. A. N. convention each year. It hopes to standardize sales grounds, methods and sales. Members share their methods and ideas.

The N. L. N. A. plans to select a list of plant material to be sold by nurseries in a specific area. Each year one or two new plants would be developed and advertised, and it



William M. Long.

is believed that excellent publicity may be secured. The public will be able to try out and enjoy new plants each year. The same practice has been followed successfully for several years by rose growers. Such a program, however, will require the complete cooperation of all nurserymen.

At the recent meeting of the N. L. N. A. the question of how to make money on small landscape jobs of \$25 to \$50 was discussed. Most nurserymen try to sell the job on the spot to avoid further calls. The use of labels to designate positions of the plants was recommended. This could be done at the time of the visit. It would help if the probable size of the job could be determined on the first contact.

To employ key workers during the off season the N. L. N. A. believed that the manufacturing of allied products, such as weather vanes or tar paper pots, would be effective. A separate room should be provided for such work so that everything will be in readiness at any time when regular nursery work cannot be done.

The landscape nurserymen are desirous of securing college-trained men

and are endeavoring to have colleges inaugurate courses which will fit their graduates for landscape work. The criticism has been that most college men trained in landscape work have had too much emphasis placed on design and not enough on plant materials and selling. At the present time, two schools have curriculums to train men especially for jobs in landscape nurseries. Mr. Styer was proud to report that the Pennsylvania State College is one of these schools. The other is Cornell University.

The trend of prices of landscape material indicates that the average job is smaller than before but that there are more of them. The use of colored slides in landscape selling is increasing. Small compact salesyards are recommended so that customers can reach quickly all sections and plants.

Concluding the afternoon session, Mrs. Althea Rickert Wheeler, account executive of the Verne Burnett organization, New York city, presented a report on the A. A. N. publicity program entitled "The Trade Promotion Program for the Nursery Industry." The work of the past year was described in three phases. First, surveys and studies were made to determine what the industry wanted and also what homeowners and other prospective buyers wanted. It was found that one of the main reasons why contractors and real-estate men are in favor of landscaping is the increase in value of the property after planting. The average increase in resale value, as judged by the real-estate men, is thirteen per cent. Homeowners and nurserymen agreed that on the average it would be better for the landscaping plan to be extended over a 5-year period than to have the entire job done at one time.

Industrial plant managers rated landscaping fourth in community development. They stated they would have more confidence in nurserymen who were members of the A. A. N. They indicated that they had been contacted by only a few nurserymen. This is a source of new business for the whole industry.

Members favored building up the prestige of the A. A. N. A new seal has been designed which should be used by members whenever possible. The nursery business sells beauty, value and service, which is the slogan on the seal. Mrs. Wheeler was greatly in favor of the proposed slogan, "Plant America."

The second phase of work was publicity. Mrs. Wheeler said that articles have been supplied to news-

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Virginia Discusses Roses and Azaleas

By Moultrie H. Lanier, Secretary

Despite a heavy snowfall the previous day, early registration January 25 indicated that there would be a good attendance at the sixteenth annual winter meeting of the Virginia Nurserymen's Association, which was held January 25 to 27 at the Hotel Jefferson, Richmond, and further registration January 26 revealed that approximately two-thirds of the total membership of the association was present for the official opening of the meeting.

Approximately 100 guests attended the buffet supper and get-together Sunday evening, sponsored by Richmond members of the association. Music was provided for the gathering, and nurserymen were present from all sections of Virginia, from the southwest to the eastern shore and from the south through Tidewater to the Alexandria and Washington areas.

Members were disappointed to hear that President John E. Coleman, Coleman Nursery, Portsmouth, could not be present because of illness, and the best wishes of the entire association were extended for his speedy recovery.

In President Coleman's absence, Vice-president W. B. Higgs, Fairfax, called the meeting to order and introduced J. O. Williams, Williams & Harvey Nursery, Richmond, who presented an outline of the program for the first day's session, which was devoted entirely to the various aspects of rose culture, and explained the purpose of the speeches and discussions to follow.

Dr. William C. Shawen, Chester, opened the program with a talk entitled "If I Buy Roses Again, What I Shall Expect." Presenting the seller's viewpoint, J. R. McAvoy, president of the Tidewater Rose Society, Tidewater, discussed "Planting Roses for the Customer."

Both Dr. Shawen and Mr. McAvoy gave valuable interpretations which formed an over-all picture for group discussion which was opened by Dr. A. G. Smith, Jr., department of horticulture, Virginia Polytechnic Institute, Blacksburg. Dr. Smith pointed out that soon after World War I a bulletin was issued by the institute which considered both the experimental as well as the potential nursery possibilities in the propagation of roses. He stated that nurserymen had come a long way since that time in the development and care of roses,

but that there still remain certain rules to be observed, particularly in the preparation of roses for sale to the customer. He proceeded to illustrate his point graphically by showing various grades of roses as they were originally packed for shipment and received by him. Some rosebushes were received with practically no roots apparent, while others were well packed and prepared for shipment and were healthy and presentable for sale to the customer upon their arrival. He urged that all nurserymen pay special attention to the quality of the roses they purchase which are intended for sale to customers. He felt that a prestige of quality should be maintained and that every nurseryman should keep this in mind when making purchases.

Dr. Smith continued with a discussion of the proper measures to be observed in the propagation of rose stocks. He stated that rosebushes should never be pruned below the first fork of the bush, for this removes the storehouse for the preservation of the carbohydrates and nitrates which are necessary to the healthy growth of the roses.

At this point in the discussion, F. N. Price Supplee, a representative of Michigan Peat, Inc., New York, N. Y., suggested three points to be kept in mind by prospective sellers and buyers of roses. Buyers should be encouraged to maintain a chart of the number of blooms per bush from year to year so that they may determine what adjustments should be made in the treatment of the rose bed from time to time in order to insure successful blooms. The seller of rosebushes should cooperate with his local or state rose society in providing the type of bloom desired by the prospective buyer. Rose societies, once established, should not hesitate to affiliate with the American Rose Society to promote, by means of co-operation, understanding and development of rose culture.

Dr. Smith continued the discussion with the statement that the roots of rosebushes cannot form feeder roots without oxygen and declared that, for that reason, it was inadvisable to keep the soil around the roots too well watered during the fall season, but of course, this would vary somewhat with prevailing conditions and with the seasons.

As a concluding suggestion, Dr. Smith said that nurserymen should

at all times be sure that they receive first-class shipments from first-class dealers. In that way, he believes high standards in the field of rose production may be maintained.

Following luncheon, the meeting was resumed by Vice-president Higgs, who read letters from Mayor Richard D. Cooke, of Norfolk; C. A. Harrell, city manager of Norfolk, and C. W. Grandy, president of the Norfolk Association of Commerce, inviting the Virginia Nurserymen's Association to hold its next meeting at Norfolk.

Vice-president Higgs introduced representatives of business organizations selling products of interest to nurserymen and called attention to the trade exhibits at the meeting.

The following representatives were introduced: R. E. Hockett, American Agricultural Chemical Co., Alexandria, Va.; Frank Winstel, California Spray-Chemical Corp., Elizabeth, N. J.; L. G. Wolff, Gravelly Motor Plow & Cultivator Co., Dunbar, W. Va.; F. N. Price Supplee, Michigan Peat, Inc., New York, N. Y.; A. Trossel, Johan C. van Reisen, wholesale bulb growers and exporters, Sassenheim, Holland; C. B. Mitchell, Swift & Co., Norfolk, Va., and Temple E. Pettus, T. W. Wood & Sons, Richmond, Va.

Robert W. Harwell, Petersburg, spoke on the subject of "Pruning, Spraying and Winter Care of Roses." Mr. Harwell presented a picture of the average grower of roses who is trying to achieve production of blooms and give his rosebushes proper maintenance through the year.

He spoke of the two rose pests that he had found most annoying, black spot and mildew, and reported his method of using insecticides, particularly DDT, in combating these menaces. According to Mr. Harwell, a rosebush has three parts which should be constantly observed, the root, the stem with leaves and the buds. Inasmuch as ninety per cent of the total solids of a rosebush are produced in carbon form by photosynthesis, he believed that constant and careful maintenance is necessary to insure satisfactory and full production.

Mr. Harwell suggested that pruning be considered as primarily the regulation and control of the growth of the rosebush.

Concluding his talk, he stated that with the cooperation of the nursery-

man and the grower of roses and with constant watchfulness by each, improvement in the quality and production of roses could be expected.

A forum on "Cooperative Buying and Merchandising" was opened by David E. Laird, Laird's Nursery, Richmond, who suggested that there was considerable merit in such an undertaking and that practical results might be secured. He urged the members to give careful consideration to the possibility of cooperative buying in carload lots for redistribution among the users of a certain product, such as fertilizers. He also suggested that the merchandising of lining-out stock to nurserymen might well be undertaken along the same lines.

G. T. French, state entomologist, introduced as the second speaker of the session William M. Watson, pathologist, United States Department of Agriculture, who spoke on "Barberry Eradication."

Mr. Watson reported that a questionnaire had been sent to all nurserymen in Virginia regarding *Berberis thunbergii* and that a drive had been conducted to eradicate the variety. He said that to further the campaign to make barberry eradication complete, nurserymen should remember that there are immune varieties that need not be eradicated and that there are susceptible varieties that must be eradicated. He asked that all nurserymen aid in the program by filling in and returning their questionnaires promptly. He also urged that every nurseryman make an early application for state inspection so that there may be no undue delay in the necessary procedures.

Following Mr. Watson's talk, V. A. Johnson and M. J. Kelly, representatives of the bureau of entomology and plant quarantine, United States Department of Agriculture, took part in a discussion of the Japanese beetle quarantine that was now enforced in several states including Virginia.

Two films were shown. The first was a sound and color movie dealing with insect control and illustrating vividly the inherent danger of insects in unsuspected locations which damage both agricultural and nursery stock. Methods of combating these destructive forces were described and shown in the film, which was presented by Swift & Co. The second, "A Year in the Nursery," was a film depicting nursery operations at Mount Arbor Nurseries, Shenandoah, Ia.

Members of the Virginia Nurserymen's Association gathered at 7 p. m. for the official dinner of the association, which was held in the ballroom of the Hotel Jefferson. A musical

program was provided for the entertainment of the ninety-three members and guests present, and a spirit of joviality was created by the participation of various members in the program. David E. Laird, Laird's Nursery, Richmond; A. N. Cook, Roanoke, and Mr. Hockett performed as a musical trio, which was greeted with enthusiasm. Mr. Hockett also won popular acclaim with solo renditions. Mr. Dugdale presented a skit of the home town, which was well received, and Harold M. Thrasher, Greenbrier Farms, Inc., Richmond, led in the traditional singing of "Carry Me Back to Ole Virginie." A. Trossel, of Holland, brought a touch of Europe to the gathering with songs in English, Dutch and French.

After the dinner, Dr. Raymond P. Pinchbeck, dean of Richmond College, was introduced and presented an address on the present economic picture in America and its future implications and consequences for Americans.

J. O. Williams opened the program January 27 by introducing the topics of discussion for the program to fol-

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FLORIDA PRIZE-WINNER.

A blue ribbon for the most artistic and best arranged landscape exhibit at the Florida state fair flower show was awarded Jack O. Holmes, Inc., Tampa, Fla., for the exhibit pictured on this page. The Florida state fair is the third largest of such expositions in North America, and Jack O. Holmes, Inc., has been awarded

eighteen first prizes in the twenty-one years that it has been an exhibitor.

The prize-winning exhibit was a semiformal patio garden furnished with old and custom-made garden furniture, which Jack Holmes had liked to use for many years. He specially designs, buys and sells such pieces to make his gardens distinctive. The two cast-iron tables and the cast-iron gates in the exhibit were especially designed for it by Mr. Holmes. The castings for the tables were old, and new castings were made at Alexander City, Ala., to complete the design. Both the tables and gates were fabricated at an old ironworks at Mobile, Ala. The railings at the back and sides of the garden were secured from an old building at New Orleans, and the gates, although new, were given an antique finish to blend with the old railings.

An outstanding specimen in the landscape was a large *Camellia Hermes* plant. Ten feet tall, with a 6-foot spread, it had more than 200 open blooms and many buds at the time of the exhibit. Other plants used included Belgian and Indica azaleas; *Podocarpus sinensis*, *elongatus* and *nagi*; fancy grafted kinds of hibiscus; calliandra, pompon chrysanthemums and callas. Part of the terrace was planted with bitter blue St. Augustine grass, while the part on which the furniture was placed was of bricks made by hand many years ago at Charleston, S. C. Crushed Florida stone was used for the paths leading to the terrace.



Blue Ribbon Exhibit of Jack O. Holmes, Inc., Tampa, Fla., at Florida State Fair.

West Virginia Discusses Soil Problems

By F. Waldo Craig, Secretary

The West Virginia Nurserymen's Association held its ninth winter meeting February 6, at the Wells hotel, Sistersville. It was indeed a winter meeting, as the ground was covered with plenty of snow and the Ohio river was frozen from bank to bank. Despite the cold, the icy roads and other unpleasant winter conditions, ninety per cent of the faithful membership was present. A program of entertainment, educational talks and business discussions was included in the brief one-day meeting. Practically everyone attending arrived February 5, and a few persons remained until February 7 in order to avoid being overtaken by darkness before arriving home.

The association resolved to support an increased appropriation by the state legislature for Japanese beetle control activities and to petition the state conservation commission to cease discriminating against nurserymen in regard to the purchasing of plants grown at the state nursery. Various public undertakings were mentioned as worthy of the support of the association, but no decision was reached as to supporting any of them, and these matters were tabled until the summer meeting. It was mentioned that the members were already donating their services to various local projects.

It was voted that the next meeting be held in August at Huntington. No definite date was set. The members discussed several speakers whom they would like to have on the program and asked that the coming meeting be extended to two full days and that the length of the sessions be reduced. This would allow the members more time to visit and would afford an opportunity to tour nurseries, parks and well landscaped grounds of private homes.

The regular program consisted primarily of a discussion of soil problems and plant materials. Several of the members outlined their practices, and experts from the college of agriculture, West Virginia University, Morgantown, were present to answer the questions which arose and to present the technical aspects of the discussion. Wilbur Young, Bickmore, assisted by his father, John Young, Indore, discussed sawdust, including availability and use. They illustrated their talk with samples of sawdust, which varied from fresh to 35-year-old material.

They told of using sawdust on part of their nursery and for developing lawns. One block in the nursery containing Pfitzer juniper, abelia, arbovitae, taxus and other plants was covered approximately three inches deep with old sawdust and the area worked with a Rototiller. The treatment was beneficial. Before sawdust was used, the soil was packed hard after every rain, but after the sawdust was incorporated in the soil, the soil was loose and friable.

The Youngs also told of securing excellent results with sawdust in building lawns and in mulching soils, both in summer and winter.

Others in the group reported unsatisfactory results from using sawdust to condition soil about the roots of plants, since it allowed grubs to develop. It was also stated that sawdust sprinkled an inch thick on top of an area being prepared for a lawn was not satisfactory. Fresh sawdust is being used by one of the large nurseries in the state as a surface mulch for ericaceous plants. One member reported that a soil chemist had told him that the pH of soils containing large amounts of sawdust may fluctuate considerably over a short period of time and that frequent tests should be made in order to make corrections.

G. G. Pohlman, head of the department of agronomy, West Virginia University, continued the program with an excellent discussion on soil organic matter. He stated that sawdust should be an excellent soil conditioner and pointed out it was no different from a decomposed log in the forest. Several of the members substantiated this point by telling of the excellent plants collected from such a "rotten-log" location.

Dr. Pohlman pointed out the advantages derived from using organic matter in the soil and stressed its functions as a soil conditioner, retainer of moisture and aid to better aeration. He stated that the organic matter in the soil contained practically all the nitrogen. Its decomposition releases this nitrogen, and in the process, acids are formed which act to release soil minerals. Dr. Pohlman explained that the balance between the organic matter and the nitrogen in the soil must be just right or the plants will suffer from a lack of nitrogen. The microorganisms bringing about decay use nitrogen in their life processes and will do so at

the expense of the plant. For this reason, it is necessary to supply nitrogenous fertilizer when there are undecomposed plant remains in the soil.

The difference between the mass effect of organic matter and the rapid decomposition of organic matter on the soil was pointed out by Dr. Pohlman, who stated that, while the farmer was interested mostly in the latter effect, the nurseryman probably would be benefited more by the former effect. While farmers should use organic matter that decomposes rapidly, such as alfalfa and clover hays, the nurseryman needs a more slowly decomposing material, such as peat moss or matured grasses.

The next speaker was George Sharpe, extension soil conservationist, West Virginia University, who followed up the discussion on the functions of organic matter and related what was being done in the state to prevent the topsoil from washing away. He told how state experts, working with nurserymen, had calculated that 220 tons of topsoil were removed from one acre with balled and burlapped plants. This amount is in excess of the 150 tons estimated in an acre inch of topsoil and is much greater than the ninety-nine tons which are estimated to be removed yearly by erosion from a cornfield with a twelve per cent slope and a cover crop.

Mr. Sharpe explained the methods of conserving soil used by nurserymen and farmers. These are contouring, strip cropping, constructing grass waterways and terraces, using diversion ditches and planting steep slopes with permanent plants. Ponds, he pointed out, can be used as a source of water for livestock, irrigation and spray water and for other uses. A pond can be a thing of beauty and can well be incorporated into the general scheme of the nursery plan.

He also discussed the subject of drainage, and in the discussion which followed, it appeared that several of the members in attendance had been bothered by seepage at the base of a hill. Mr. Sharpe pointed out that such trouble might be corrected by either an open ditch or an internal drainage system.

In conclusion, Mr. Sharpe showed a district map of the state so that members might locate their soil conservation district and the district headquarters and know where to go

for assistance. The districts are governed by an elected board, and most boards have employed managing personnel.

B. L. Potter, B. L. Potter Nurseries, Huntington, and Hans Dieckmann, Wheeling, told of the soil conservation measures practiced on their fields. Mr. Dieckmann warned the nurserymen to plan their nurseries carefully for the future and construct the necessary ditches and terraces before each block is planted. He also told how tobacco stems and corn cobs had been used to improve the organic content of the soil and warned against too generous use of ground tobacco stems as a mulch. With such a mulch the surface of the soil might remain too wet if the season is rainy. Mr. Potter told the members of the advantages of ponds, diversion ditches and furrows in pasture land on his nursery and farm.

The morning session was concluded with a group discussion of the value of planting oats between mature nursery stock in late summer or early fall. One member stated that he had been following this practice for a year or two and liked it. The oats die in winter, but by this time of year there is a flat, dry mulch on the top of the soil.

When the meeting was resumed in the afternoon pictures taken of Wherry's Nursery, St. Marys, were shown. This nursery was near the meeting place, but as the weather was bad, the members had to be content with viewing the colored slides.

The subject of soils was again introduced as a part of the talk given by Thomas Manley, director of Wheeling Garden Center, Oglebay park, Wheeling. Mr. Manley spoke about perennials and told the group that these plants were most exacting in their requirements. Nurserymen should inform their customers that a bed of perennials should not be considered as a permanent planting but should be renewed about every three years. He further pointed out that some nurserymen were able to sell the blooms of perennials, such as buddleia and chrysanthemums, as well as the plants.

Beds for perennials, he told the group, should be properly prepared before plants are set out, and the organic matter should be worked into the bottom of the bed. He recommended bone meal as a fertilizer and good drainage and said to avoid using a mulch. He agreed with the members' objections that their customers like the looks of a mulch of peat moss, but pointed out that too much peat can cause decay of the plants at the soil surface.

The remaining portion of the afternoon program was devoted to a discussion of plant materials led by Atlee Conner, Conner Bros. Nurseries, Charleston. The first plant discussed was the azalea, and before the next plant was considered, rhododendrons were mentioned. It was agreed these plants like a well drained soil, high in humus and with a low pH. One grower told how better results had been obtained from fine-textured peat than from coarse peat. Another said that these plants need a soil deep enough for the roots to form an anchor, with a layer of highly organic soil near the surface for the feeding roots.

It was further brought out that azaleas, at least, will respond to fertilizer and that the pH of the soil can be lowered by the use of alum, if necessary.

In connection with hybrid rhododendrons, there seemed considerable difference of opinion regarding the use of shade for lining-out plants. It was agreed that they should have partial shade in the lower and warmer sections of the state, while at the higher elevations they may be grown satisfactorily without shade.

The discussion of boxwood was supplemented with a display of specimens which the members had collected and brought to the meeting. Arthur Reed, Moundsville, brought a branch from a plant now standing on a hill at Wheeling, the parent of which had been brought from Breslau, Germany. Bernard Wherry, Wherry's Nursery, St. Marys, brought a branch from a plant established on a hill near St. Marys that had been planted by his grandfather. Both of these plants had been fine specimens for years and were still in magnificent condition.

Norman H. Cole, Cole Nurseries, Inc., Bluefield, had with him a specimen balled and burlapped dwarf boxwood and branches from *Buxus sempervirens*, *Buxus microphylla* and *Pachistima myrsinites* (Rocky Mountain boxwood). Discussing these specimens and the growing of boxwood in general, Mr. Cole pointed out that the best boxwood grew in bluegrass soil and that, for good English boxwood, it is necessary to go east of the Blue Ridge mountains and to red, sandy loam soil.

While discussing the hardiness of the various boxwood strains, several members mentioned incidents which would seem to show that hardiness is connected with growing conditions. They told of bringing plants from northern nurseries where they were thriving only to have them suffer

severe winter injury in the southern nursery.

T. D. Gray, extension landscape architect, West Virginia University, summarized the boxwood discussion and outlined the standard classifications of the boxwood. He explained that the difference between *Buxus sempervirens* and *Buxus microphylla* was in the shape of the leaf, the former being broadest near the middle and the latter near the base. He told of boxwoods in one West Virginia nursery where the winters are extremely severe. In the boxwoods which were sheltered from the winter winds were thriving, but those which were subjected to the winds and the morning suns were badly damaged. In conclusion, he stated that, in his opinion, the boxwood was the queen if not the king of nursery plants.

The afternoon meeting ended with a brief business session at which it was decided to hold the next winter meeting at Parkersburg.

ENTOMOLOGIST RECEIVES TREE PROTECTION AWARD.

Dr. Roger B. Friend, chief entomologist of the Connecticut agricultural experiment station, New Haven, was presented with the 1948 award of merit of the Connecticut Tree Protective Association by Joseph M. Fennell, president of the association, at the annual dinner January 22.

In presenting the award, which is given each year to the man who has made the most outstanding contribution in the field of tree protection, Mr. Fennell cited Dr. Friend's work in forestry and arboriculture in Connecticut, particularly in the field of forest insect control, and mentioned his published works on the control of insect pests of forests, shade trees, fruits, vegetables and ornamentals.

Chief entomologist at the experiment station and state entomologist since 1939, Dr. Friend has been a member of the station staff since 1924. He is a lecturer in forest entomology at Yale University and was given the rank of professor in 1940.

ANNOUNCEMENT is made of the birth of a daughter, Judith, January 23 to Mr. and Mrs. Charles Greening, Greening Nursery Co., Monroe, Mich.

ERNEST TOSOVSKY, SR., owner of the Home Nursery, Edwardsville, Ill., has left with his wife for an extended trip to Mexico. In his absence, his son, Ernest, Jr., will operate the business.

Oklahoma Annual Winter Meeting

By Thelma Hall Quast

Several informative and timely talks along with a buffet supper and a luncheon and style show for the ladies highlighted the twenty-seventh annual winter convention of the Oklahoma State Nurserymen's Association, January 16 and 17, at the Huckins hotel, Oklahoma City.

Officers elected for the coming year are Phillip W. Thomas, Thomas Nursery, Tulsa, president, and Warren F. Welch, Capitol Garden Nurseries, Oklahoma City, vice-president. Richard R. Bloss, Sneed Nursery, Oklahoma City, was reelected secretary-treasurer. J. Frank Sneed, Sneed Nursery, Oklahoma City, was reappointed to the legislative committee. New members of the executive committee are Mario Sanseverino, O. K. Gardens Nursery & Landscape Co., Tulsa; C. E. Garee, Noble Nursery, Noble, and Leo Conard, J. E. Conard & Son, Stigler.

Association Business.

The first morning session was opened at 10 a. m. with an invocation by Rev. Joseph Kennedy, Oklahoma City, and an address of welcome by Granville Scanlan, assistant municipal counselor of the city attorney's office. Devoted for the most part to association business, the session was continued by J. E. Davis, Ozark Nursery Co., Tahlequah, president, who reviewed some of the aims and accomplishments of the association during the past year. Secretary Bloss and J. Frank Sneed, chairman of the legislative committee, presented their reports.

Mr. Bloss read the minutes of the business session at the summer convention at which a resolution to assist in the tree-planting program at Woodward and Leedy, tornado-struck cities, had been presented and passed. A committee including C. E. Garee, Noble Nursery, Noble, chairman; Jim Parker, Parker Nursery, Tecumseh, and Ben Davis, Tahlequah, had been appointed to work out arrangements with Oklahoma A. and M. College to produce budwood for stone fruit growers, and a report had been made by J. Frank Sneed, calling attention to what he termed unfair taxation of nursery stock.

Oklahoma state laws permit counties to assess and collect personal taxes on growing nursery stock, the stock sometimes being taxed over and over again, year after year. Since it is up to the individual counties, some coun-

ties assess the tax, others do not. In some instances, a nursery may be in two counties and may pay tax in one but none in the other. Although assessors have been lenient thus far, so long as they have the power to assess a tax at all, they can always increase the amount.

Members of the association feel the taxation is unjust. They point out that there is no more justification for it than for taxing an alfalfa crop. For some time they have believed that an effort should be made to repeal the



J. E. Davis.

law. In an effort to secure repeal, they have appointed Mr. Sneed to serve as a one-man committee to talk with state legislators to persuade them to make the desired change. Since a sum of \$1,500 is needed for the legal work and incidentals necessary to bring about the repeal, each member of the Oklahoma State Nurserymen's Association has been assessed by the association for contributions to the fund, the shares being proportionate to the amount of each firm's stock. Mr. Sneed reported that more than \$1,200 of the total amount have been collected and that he expects to have the remainder in by the next session of the state legislature in 1949.

The minutes for the meeting of the executive committee, held October 15, 1947, also were read. Present at that meeting were President Davis, W. E. Rey, Rey's Nursery, Oklahoma City, J. Frank Sneed, Max Pfaender and C. Y. Higdon, Higdon Florists' Shop & Nursery, Oklahoma City. Max Pfaender, who had taken a trip to Florida and had been impressed by

the scenery and prospects there, tendered his resignation as secretary of the association before leaving to make his residence in Florida. The committee voted to accept it, and Richard R. Bloss, Sneed Nursery, Oklahoma City, was elected to serve the unexpired term. The committee also voted to pay \$15 for dues to the Association of States Secretaries, and \$25 was allotted to cover costs of prizes for state garden club contest winners. A motion was made and passed that the program committee for the winter convention consist of the following members: Warren F. Welch, Capitol Garden Nurseries, Oklahoma City, chairman; C. Y. Higdon, Higdon Florists' Shop & Nursery, Oklahoma City; Lee Garland, and Bruce Rey, Rey's Nursery, Oklahoma City. President J. E. Davis presented a letter from the editor of the Farmer-Stockman newspaper inviting the association to send a representative to a meeting which was to be held October 22. Mr. Higdon was appointed to represent the association.

For the entire association, total credits for the calendar year 1947 were \$151.21. Total expenditures were \$205.61. The treasury balance January 15, 1947, was \$136.36, while the balance January 15, 1948, was \$81.96, showing a net loss of \$54.40 for the year. All income, Mr. Bloss pointed out, was in the form of dues paid by members of the association. He stated that an itemized list of expenditures might be had by any member wishing to avail himself of it.

Under the heading of new business, the Tulsa Nurserymen's Association through its spokesman, Howard G. Jensen, Jensen & Himes Landscape Co., Tulsa, introduced the subject of licensing commercial sprayers, the ability to pass in plant pathology and entomology being the basic requirement for a license.

Mr. Jensen stated that unless a sprayer knows for what pests he is spraying and is thoroughly familiar with their control, he can hardly be expected to do a capable job of spraying. But if his license depends only upon paying a price for it, anyone can sell spraying service, whether he knows what he is doing or not. That hardly seems fair to either the customers who pay the bills and should receive dependable service or to those who have spent time and money to educate themselves to do such work.

After some discussion, in which it was brought out that California has

such a law, Mr. Jensen referred the matter to Clyde Bower, director of the state entomology and plant industry division. No immediate action was taken.

Luncheon was served at noon in the lovely Colonial room of the Huck-ins hotel, and C. B. Warr, Oklahoma City, gave a humorous and educational talk.

A. A. N. Activities.

Returning to the Crystal room for the afternoon session, presided over by C. E. Garee, Noble Nursery, Noble, the members heard a talk by E. L. Baker, Baker Bros. Nurseries, Inc., Fort Worth, Tex., on "The Outlook of the Nursery Market." N. H. Grisham, Grisham's Seed Store, Oklahoma City, discussed "Insecticides and Fertilizers."

Speaking on "The Nurseryman's National Program," John A. Armstrong, Armstrong Nurseries, Ontario, Cal., president of the American Association of Nurserymen, said that today we have a new set of problems in the nursery industry. In traveling about the country for the A. A. N., he has found that nearly all of the nurserymen's important problems are national in scope. The products that we grow and our climates may vary, but all of us in the nursery business, whether in New York, Oklahoma or California, have many of the same problems at the same time. During the war the big problem was to obtain enough labor and supplies to carry on our business. Immediately after the war we were all trying to build up our lowered production to meet the demand for our products. Now it begins to look as though sales are the big problem; how to meet the competition of all the other products in the battle for the consumer's dollar.

"Since many of our biggest problems are national in character and, incidentally, are becoming more so all the time, it necessarily follows that we must meet those problems by co-operating fully on a national scale," said Mr. Armstrong. "Every group of nurserymen that I visit, every meeting or convention of nurserymen that I attend, every trip that I make convince me more than ever that we nurserymen, like every other group of businessmen with a common interest, must cooperate in every possible way for our mutual benefit. State and regional associations are of great importance. We in the American Association of Nurserymen recognize that fact by making it a requirement of membership that a member belong to a state or regional association. When it comes to national problems, the A. A. N. enters the picture, be-

cause only through the A. A. N. can we function nationally.

"The A. A. N. today has a definite national program to meet the problems of the hour, a program which I believe is the most aggressive in the history of the organization," he declared. This program includes the following points: Trade promotion, gift certificates, plant testing, plant registration, production statistics, price trends, budwood certification, soil conservation, annual awards, and grades and standards.

"The trade promotion program," continued Mr. Armstrong, "is not an advertising program. The A. A. N. is not contracting for one inch of advertising space in any publication or paying for one minute of radio time. Sales of nursery stock are promoted by taking advantage of the many natural ways in which the products lend themselves to inexpensive and effective publicity. Full cooperation is given editors of publications who may be interested in receiving up-to-date planting information for use in their columns. Newspapers, both large and small, throughout the country are given stories and other informative data about nursery products. Radio stations which wish to enlarge the scope of their garden and farm programs receive conscientious and valuable help. Garden clubs everywhere receive full cooperation. National advertisers using nursery products in their displays and illustrations are provided with ideas."

However, Mr. Armstrong stressed that this public relations program is not designed to supplant individual advertising by members. In fact, individual advertising will be more necessary than ever for those who wish to derive the full benefit of the cooperative activities.

Through the A. A. N. gift certificate plan, purchasers may give presents of nursery stock to friends and relatives in any part of the country.

The United States Department of Agriculture frequently has new plant varieties to introduce for testing or has varieties already tested and ready for distribution. A few months ago the A. A. N. completed an arrangement with the U. S. D. A. to have the testing and distribution of these plants handled exclusively through A. A. N. members. Sometimes only limited quantities of these materials are available for distribution, and a procedure has been worked out to distribute them fairly in the different sections of the country to which the different varieties may be suited. All A. A. N. members will have an equal chance to test these plants.

Through the plant registration and

nomenclature committee, a procedure has been set up at the Washington office of the A. A. N. to register all new woody plant varieties with the exception of roses and fruit tree varieties, which seem to be adequately taken care of now.

"We are now endeavoring to secure for the records information pertaining to all woody plant varieties introduced since 1930," Mr. Armstrong said. "Registration forms are available at the Washington office, and we would appreciate it if every nurseryman and horticulturist would procure forms and send in one for each new plant he has introduced since 1930."

Since the goal of every nurseryman is an insignificantly small brush pile at the end of each season, Mr. Armstrong's statements on the accomplishments of the A. A. N. in compiling production statistics found a ready audience. He stated that for a year and a half the association has been working in conjunction with the American Pomological Society to secure information on fruits to determine the trend in sales, popularity and desirability of the various fruit varieties. Data on peaches and apples already have been released, and information on plums, cherries and grapes will be available soon. Similar data are to be compiled before long on pears, quince and small fruits.

"We are hopeful," he said, "that this information will be helpful in making up propagation lists, in the elimination of outmoded varieties and in stimulating the sale of newer improved fruit varieties."

In connection with this phase of the program, production statistics have been accumulated and distributed to members. The over-all quantities of fruit tree varieties being produced over the country are being stressed.

"Since the war period when our products were in short supply," Mr. Armstrong stated, "production has already caught up with demand in the case of some quickly grown items, especially certain fruit trees, such as peaches. In another year it is likely that this will be true of many other fruit trees and possibly of roses, too. Most ornamentals, of course, will be somewhat slower to reach normal production."

He advised his listeners to watch production closely and to grow only those quantities for which they can find or make a market.

Mr. Armstrong cited the strenuous protests made by the A. A. N. during the past session of Congress against the raising of postal rates. Since the

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Tennessee Holds First Short Course

By Fred C. Galle

The report of the forty-third convention of the Tennessee State Nurserymen's Association, held January 22 at the Hotel Andrew Johnson, Knoxville, was begun in the February 15 issue and covered the presentation of the program of the American Association of Nurserymen. The report is continued below, together with a resume of the nurserymen's short course sponsored by the University of Tennessee in conjunction with the Tennessee State Nurserymen's Association, which was held for the first time January 23 at Morgan Hall on the university campus.

Helpful Ideas.

A series of 3-minute talks on Helpful Ideas Used in Growing "Nursery Stock" brought out many new ideas to take home.

C. V. Tibbs, Nashville, talked on the rooting of the Berckman Golden arborvitae. Eight-inch cuttings are taken from root-pruned stock plants and propagated in clean, coarse sand and later shifted to peat moss, where additional roots develop before the plants are lined out in the field.

Hoskins Shadow, Winchester, told of the need for proper equipment for operators of small acreages. He also told of his special constructed rubber-tired tractor wagon with an open hayrack bed. Excess soil sifts through and is not carried to the packing shed.

A plant digger was explained by John Varnell, Cleveland. The digger is made of stainless steel cups and digs a 14-inch ball. He also reported good results from using a mulch for boxwood instead of clean cultivation.

A cover of cowpeas between hemlocks was reported by another member to be better than clean cultivation.

Plant Propagation.

New phases in plant propagation were discussed by Fred C. Galle, department of horticulture, University of Tennessee. Vegetative propagation of plants has been practiced by man for centuries. In reviewing old literature by Theophrastus, Mr. Galle discussed propagation of plants by cuttings and grafting. Such practices have undergone little or no change, but our knowledge of propagation has increased within the past two decades. Many of the newer techniques are of commercial value and are already in practice. We are

coming into the era of push-button methods, but most propagators still apply the past knowledge that light, water, temperature and humidity be ideal.

Within recent years extensive reports have pointed out the value of synthetic plant hormones to stimulate root formation. Most commercial hormone preparations contain indolebutyric acid, naphthaleneacetic acid, naphthaleneacetic acid or mixtures of these combined with commercial talc. Another rapid and convenient way of treating cuttings is the quick-dip method. Cuttings are dipped in concentrated solutions of the hormones similar to the method followed with powders.

Hormone-treated cuttings generally root more rapidly and have heavier root systems than the untreated cuttings. Hormones do not, however, substitute for good management of light, water and temperature nor do they induce rooting in those species which consistently fail to root.

The accelerated rate of rooting brought about by hormone treatment on many kinds of cuttings results in a decrease in basal rot, a saving in labor and a more rapid turnover of greenhouse and hotbed space. These last two are of more importance to greenhouse operators, for occasionally normal operations are hampered or cuttings are lost unless additional space and help are available to care for potted material.

The quality of root systems produced by hormone treatment is generally superior to that of untreated cuttings; however, the ultimate size and vigor of the plant are generally no greater than in plants obtained from untreated cuttings.

There are many materials that are being worked with a possible propagating media for cuttings. In most cases the type of medium is not so important as how it is handled and the correct relationship of moisture and oxygen.

Soil as a rooting medium has proved successful in rooting chrysanthemums directly in pots. The use of vermiculite has been reported by many to be an ideal rooting medium. Work at the University of Tennessee the past summer showed that various species of *illex* and azaleas rooted faster and developed better root systems in vermiculite than in sand. However, cotoneasters and chrysan-

themums gave better results in sand.

Media other than sand and peat that are finding use in propagation are flue ash, or fly dust; pine needles, cinders, cottonseed hulls and many others.

New watering methods are being studied, but at present overhead application of water is still giving the best rooting results. Manual sub-irrigation methods of watering are giving better results than constant level subirrigation.

Propagation under fluorescent light has been reported in a recent issue of the American Nurseryman. There are many factors in its favor; construction of insulated structures are low, and space can be utilized by tiering the plants. Humidity and temperature can be maintained without mechanical apparatus. There are still many problems to be worked out before this method will be used commercially. However, it bears watching.

Open bench grafting of evergreens and other ornamental plants may replace the use of the Wardian case. This method required a greenhouse or section of high humidity. The grafted plants are plunged upright into moist peat moss, and the tedious handling of the Wardian case is eliminated.

Humidifiers and mist sprays are being used to aid in controlling humidity in propagating houses. In general, most mist sprays put out too much water and will cause rotting when used constantly over a bench. However, they can be placed under the benches or directed to spray on the walkways.

With the increased interest in azaleas, the use of sphagnum moss is most important for the propagation of these fine-seeded plants. Loss of seedlings from damping-off is remarkably low. Withholding nutrients from sphagnum moss soon checks growth of the seedlings and keeps them in an arrested state of development without loss, in some cases for a long period of time. Normal growth may be induced at any time by transplanting out of the flat. Sphagnum moss has some advantages over soil, in which the young seedlings cannot ordinarily be retained without serious difficulties.

Fine grades of vermiculite are also used for growing seedlings. As ver-

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Short Course at Ohio State

By E. L. Hartman

A report appeared in the preceding issue of the opening session of the nineteenth annual short course for arborists, landscape gardeners and nurserymen held January 19 to 21 at the Neil House, Columbus, under the auspices of Ohio State University with the cooperation of the Ohio chapter of the National Shade Tree Conference. Further report of this short course follows:

Customer's Viewpoint of Arborist.

An interesting discussion on tree care from the customer's viewpoint was given by Prof. Alex Laurie, of the department of horticulture, Ohio State University.

He said that the customer usually views the landscape planting as a side line and allots only a small proportion of the total cost of building for a landscape planting. The customer feels that almost anyone can landscape and makes no discrimination based on ability and expertness. He also fails to realize the amount of time required to grow, dig and plant the trees and therefore considers them too expensive.

Dissatisfaction results from failure to give proper care combined with the customer's expectancy of obtaining immediate effect at low cost. He is lulled into such beliefs by unethical advertising on the radio and elsewhere, sponsored by fly-by-night or irresponsible operators who offer enough trees to plant a place for \$1. Such practices combined with the customer's lack of knowledge concerning quality or value cause complaints.

The customer prefers to do as the Joneses, and individuality in landscape plantings is rarely desired. This is especially true of small planting jobs. He expects the initial effort in planting to be adequate forever and is often surprised at the amount of labor and expense required to maintain it.

Professor Laurie reported the following results of a consumer questionnaire on landscaping. Most customers had a landscape plan made for immediate execution and for long-range effect, and this plan was usually free. The original price estimate they received did not always cover the final bill, and satisfactory explanations of increased cost were not always given. Starting the job is often delayed too long, and there is too much loafing on the job. Customers

said that the quality of material used was usually good, but the service and execution were not always good. Workmen were courteous and informative, but not always expert in their work. Occasionally they left a mess to be cleaned up by the customer after completion of the planting. The landscaper did not always take care of justifiable complaints. Directions were received for care of the planting. Adequate amounts of organic matter and fertilizers were used, but these were too

removal. Customers feel that the weather is too often used as an alibi for not starting the job. Workmen were considered courteous, informative and reasonably expert. They rarely left a mess. Customers usually attempt to follow the directions left for care of the plants, but do not feel that they are specific enough. Most persons are not too familiar with exact care, particularly in regard to amounts and frequency of watering and the removal of guy wires.

In conclusion, Professor Laurie stated that people are definitely becoming price-conscious and that there is now more competition in the trade based on price. It would be well to consider the customer's comments and prepare to meet increased competition from other trades.

Ethics in Arboriculture.

Since Vance I. Shield, of Shield Shade Tree Specialists, Clayton, Mo., was on a trip to the Dominican Republic, Mr. Kuemmerling presided in his absence as chairman of the group discussion on "Ethics in the Arboriculture Profession." Several principles of good ethics were proposed by the chairman and members of the audience. Ethics in the arboricultural profession can best be expressed by the golden rule; that is, do unto others as you would have others do unto you.

Several opinions were expressed concerning the hiring of men who have worked for someone else. Industry in general feels that six months are required before a man really becomes useful to an organization. There are usually two reasons why a man works for a firm, the money he is paid and the working conditions. If the men are paid a living wage, given good working conditions and allowed to know something about the cost of operating a business, they will be unlikely to leave for other jobs or start a competitive business. A somewhat different opinion was that labor is a commodity and that the man who can pay more money and offer better working conditions is entitled to that commodity. If trained men in an organization are approached by other concerns with offers of jobs at better salaries, it might be better to consider offering them a raise in salary instead of permitting them to leave.

If an arborist wants to depend on



Prof. Alex Laurie.

expensive. Occasionally the plants were not watered. No substitutions were made without explanation. Prices for landscape planting or maintenance are considered about the same as those of interior decorators, painters, plumbers and carpenters.

In reply to a similar questionnaire on tree care, customers said that they were satisfied with the estimated price for tree planting. In twenty-five per cent of the cases, the final bill was higher than the estimated price, but satisfactory explanations were usually given. Cavity work and pruning were considered too expensive, while fertilization and spraying costs were satisfactory. Fifty per cent of the customers felt that prices were higher than those of other artisans.

Service was considered good but too slow to start, and it was believed that too much time was taken in figuring how to go about planting or

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EVERGREENS

These can be shipped INSIDE the Japanese Beetle Area ONLY.

100 Juniperus Hibernica, 5 to 6 ft.....	\$1.50	180 Taxus Cusp. (Upr.) Hiti, 18 to 24 ins.....	\$2.50
350 Juniperus Hibernica, 4 to 5 ft.....	1.25	195 Taxus Cusp. (Upr.) Hiti, 18 ins.....	2.00
35 Juniperus Hibernica, 3 to 4 ft.....	1.00	90 Taxus Media Hatf. Hiti, 18 to 24 ins.....	2.50
65 Juniperus Hibernica, 2 to 3 ft.....	.75	280 Taxus Media Hatf. Hiti, 18 ins.....	2.00
62 Juniperus Ex. Stricta, 15 to 18 ins.....	1.00	15 Taxus Ovata, Upright, 2 to 3 ft.....	3.00
8 Pine, White, 2 to 3 ft.....	2.00	100 Taxus Ovata, Upright, 18 ins.....	2.00
90 Ret. Plumosa, Green, 2 to 3 ft.....	1.25	25 Taxus Sieboldi Hiti, 2 to 3 ft.....	3.50
30 Ret. Plumosa Aurea, 2 to 3 ft.....	1.25	100 Taxus Sieboldi Hiti, 18 ins.....	2.50
500 Taxus Baccata, 18 ins.....	2.00	20 Thuja Compacta, 2 to 3 ft.....	2.00
290 Taxus Brev. Nana Hiti, 18 ins.....	2.50	60 Thuja Compacta, 18 to 24 ins.....	1.50
323 Taxus Cuspidata, 18 to 24 ins.....	2.50	40 Thuja Rosenthalii, 2 to 3 ft.....	1.25
90 Taxus Cuspidata Media Hiti, 2 to 3 ft.....	3.00	20 Thuja Spiralis, 3 to 4 ft.....	1.25
275 Taxus Cuspidata Nana Hiti, 18 to 24 ins.....	2.00	295 Tsuga Canadensis, 2 to 3 ft., full, symmetrical, sheared several times.....	3.00
60 Taxus Cuspidata Nana Hiti, 24 ins.....	3.00		
200 Taxus Cuspidata Nana Hiti, 18 to 24 ins.....	2.50		

ORNAMENTAL TREES

8 Butternut, 6 to 8 ft.....	\$1.50	8 Maple, Silver, 15 to 20 ft.....	\$3.00
40 Cornus, Fl., bush, heavy, 8 ft.....	3.50	1 Maple, Fln., 10 to 12 ft.....	.75
20 Euonymus Americana, 4 to 5 ft.....	.50	1 Oak, Pin., 10 to 12 ft.....	3.00
20 Euonymus Americana (Bush), 3 to 4 ft.....	.40	10 Oak, Scarlet, 8 to 10 ft.....	2.50
8 Euonymus Americana (Bush), 2 to 3 ft.....	.30	75 Tilia Americana, 8 to 10 ft.....	1.50
8 Euonymus Americana (Bush), 18 to 24 ins.....	.25	75 Tilia Americana, 8 to 10 ft.....	1.00
9 Maple, Norway, 8 to 10 ft.....	1.50	30 Tilia Cordata, 8 to 10 ft.....	1.00
185 Maple, Norway, 5 to 8 ft.....	1.25	8 Tulip Tree, 15 to 20 ft.....	5.00
30 Maple, Rock, 10 to 12 ft.....	3.00	4 Tulip Tree, 10 to 15 ft.....	3.50
60 Maple, Rubrum (Red), 6 to 8 ft.....	1.00	10 Ulmus Pumila, 6 to 8 ft.....	1.00
10 Maple, Rubrum (Red), 8 to 10 ft.....	1.50		

Two-year Field-grown SHRUBS, etc.

96 Akebia Quinata, No. 1.....	\$0.35	1790 Ligustrum, California, 3 to 4 ft.....	\$0.08
74 Akebia Quinata, No. 2.....	.30	1548 Ligustrum, California, 2 to 3 ft.....	.06
200 Almond, Pink, 2 to 3 ft.....	.30	2400 Ligustrum, California, 18 to 24 ins.....	.05
103 Ampelopsis Quina, No. 1.....	.20	2680 Ligustrum, California, 12 to 18 ins.....	.03
107 Ampelopsis Quina, No. 2.....	.15	21,460 Ligustrum Ibolium, 2 to 3 ft.....	.06
2075 Ampelopsis Veltch, 3-yr., 2 to 3 ft.....	.40	15,625 Ligustrum Ibolium, 18 to 24 ins.....	.06
1605 Ampelopsis Veltch, 3-yr., 18 to 24 ins.....	.30	15,200 Ligustrum Ibolium, 12 to 18 ins.....	.04
435 Ampelopsis Veltch, 2-yr., 2 to 3 ft.....	.35	198 Ligustrum Ibolia, 3 to 4 ft.....	.25
445 Ampelopsis Veltch, 2-yr., 18 to 24 ins.....	.25	499 Ligustrum Ibolia, 2 to 3 ft.....	.25
32 Aralia Pentaphylla, 3 to 4 ft.....	.25	249 Ligustrum Ibolia, 18 to 24 ins.....	.20
18 Aralia Pentaphylla, 18 to 24 ins.....	.15	39 Ligustrum Regel., 2 to 3 ft.....	.20
88 Aristolochia Siphon, No. 1.....	.40	227 Ligustrum Regel., 18 to 24 ins.....	.15
47 Aristolochia Siphon, No. 2.....	.30	250 Ligustrum Regel., 12 to 18 ins.....	.10
78 Berberis Thun., 12 to 18 ins.....	.15	37 Lonicera Heckrothi, No. 2.....	.30
675 Berberis Thun., 9 to 12 ins.....	.10	30 Lonicera Morrowi, 3 to 4 ft.....	.30
32 Buddleia Magnifica, No. 1.....	.25	8 Lonicera Morrowi, 2 to 3 ft.....	.25
48 Buddleia Magnifica, No. 2.....	.20	9 Lonicera Morrowi, 18 to 24 ins.....	.20
3 Chionanthus Virg., 2 to 3 ft.....	1.00	122 Lonicera Tat. Alba, 3 to 4 ft.....	.30
26 Clethra Alnifolia, 12 to 18 ins.....	.20	57 Lonicera Tat. Alba, 2 to 3 ft.....	.25
15 Clethra Alnifolia, 9 to 12 ins.....	.15	37 Lonicera Tat. Alba, 18 to 24 ins.....	.20
8 Cornus Eleg. Var., 12 to 18 ins.....	.20	20 Philadelphus Grand., 3 to 4 ft.....	.25
77 Cornus Sibirica, 3 to 4 ft.....	.25	2 Philadelphus Grand., 2 to 3 ft.....	.20
70 Cornus Sibirica, 2 to 3 ft.....	.20	20 Philadelphus Grand., 18 to 24 ins.....	.15
20 Cornus Sibirica, 18 to 24 ins.....	.15	122 Philadelphus Virginialis, 3 to 4 ft.....	.40
76 Cornus Stolonifera, 3 to 4 ft.....	.25	155 Philadelphus Virginialis, 18 to 24 ins.....	.25
26 Cornus Stolonifera, 2 to 3 ft.....	.20	211 Roses, Dorothy Perkins, No. 1.....	.35
95 Cornus Stolonifera Lutea, 3 to 4 ft.....	.25	81 Roses, Dorothy Perkins, No. 2.....	.30
56 Cornus Stolonifera Lutea, 2 to 3 ft.....	.20	13 Spiraea A. Waterer, 15 to 18 ins.....	.25
44 Cornus Stolonifera Lutea, 18 to 24 ins.....	.15	45 Spiraea A. Waterer, 9 to 12 ins.....	.15
89 Cydonia Japonica, 2 to 3 ft.....	.30	900 Spiraea Froebell, 24 ins.....	.30
31 Cydonia Japonica, 18 to 24 ins.....	.25	1050 Spiraea Froebell, 18 to 24 ins.....	.25
157 Cydonia Japonica, 12 to 18 ins.....	.20	145 Spiraea Froebell, 12 to 18 ins.....	.20
355 Deutzia P. of R., 3 to 4 ft.....	.25	10 Spiraea Trichocarpa, 2 to 3 ft.....	.20
53 Deutzia P. of R., 2 to 3 ft.....	.20	101 Spiraea Vanhouttei, 3 to 4 ft.....	.30
11 Euonymus Alatus, 12 to 18 ins.....	.25	471 Spiraea Vanhouttei, 2 to 3 ft.....	.25
22 Euonymus Alatus Comp., 12 to 18 ins.....	.30	251 Spiraea Vanhouttei, 18 to 24 ins.....	.20
10 Euonymus Alatus Comp., 9 to 12 ins.....	.20	25 Stephanandra Flexuosa, 2 to 3 ft.....	.30
21 Forsythia Fortunei, 3 to 4 ft.....	.25	13 Stephanandra Flexuosa, 18 to 24 ins.....	.25
4 Forsythia Fortunei, 2 to 3 ft.....	.20	153 Sympb. Vulgaris, 3 to 4 ft.....	.25
15 Forsythia Spectabilis, 3 to 4 ft.....	.35	150 Sympb. Vulgaris, 2 to 3 ft.....	.20
598 Forsythia Spectabilis, 2 to 3 ft.....	.20	11 Sympb. Vulgaris, 18 to 24 ins.....	.15
205 Forsythia Spectabilis, 18 to 24 ins.....	.15	40 Tamarix Amurensis, 8 to 10 ft.....	.35
103 Forsythia Viridissima, 3 to 4 ft.....	.25	70 Tamarix Amurensis, 2 to 3 ft.....	.30
235 Forsythia Viridissima, 2 to 3 ft.....	.22	6 Viburnum Dentatum, 3 to 4 ft.....	.30
100 Forsythia Viridissima, 18 to 24 ins.....	.18	8 Viburnum Dentatum, 18 to 24 ins.....	.20
5515 Hydrangea A. G., 3 to 4 ft.....	.35	172 Viburnum Opulus, 18 to 24 ins.....	.25
1160 Hydrangea A. G., 18 to 24 ins.....	.25	733 Viburnum Opulus, 12 to 18 ins.....	.20
680 Hydrangea P. G., 8 to 10 ft.....	.40	10 Viburnum Tomentosum, 2 to 3 ft.....	.25
4874 Ligustrum Amur., 18 to 24 ins.....	.10	14 Viburnum Tomentosum, 18 to 24 ins.....	.20
8797 Ligustrum Amur., 12 to 18 ins.....	.06	684 Wistaria Sinensis, No. 1.....	.20
		267 Wistaria Sinensis, No. 2.....	.15

LINING-OUT STOCK

	Per 1000		Per 1000
765 Akebia Quinata, No. 1.....	\$25.00	Berberis thunbergii, 2-yr., seedlings, 18 to 24 ins.....	\$45.00
2000 Forsythia Spect., 12 to 18 ins., 2 br.....	30.00	Berberis thunbergii, 2-yr., seedlings, 12 to 18 ins.....	35.00
1400 Forsythia Spect., 12 to 18 ins., 1 br.....	25.00	Berberis thunbergii, 2-yr., seedlings, 9 to 12 ins.....	20.00
530 Forsythia Spect., 18 to 24 ins., branched.....	35.00	Berberis thunbergii, 1-yr., seedlings, 6 to 9 ins.....	12.00
800 Forsythia Viridissima, 12 to 18 ins.....	30.00	Berberis thunbergii, 1-yr., seedlings, 3 to 6 ins.....	6.00
600 Forsythia Viridissima, 6 to 12 ins.....	20.00	Berberis thunbergii atropurpurea, seedlings, 3 to 6 ins.....	20.00
200 Ligustrum Regel., 6 to 12 ins., heavy, branched.....	20.00	26,700 Rosa multiflora japonica, seedlings, 6 to 8 mm.....	40.00
600 Philadelphus Grand., 12 to 18 ins.....	25.00	20,500 Rosa multiflora japonica, seedlings, 4 to 6 mm.....	30.00
500 Spiraea Froebell, 6 to 12 ins.....	20.00	30,400 Rosa multiflora japonica, seedlings, 3 to 4 mm.....	20.00
720 Symporicarpus Chenaaulti, 6 to 12 ins.....	20.00		
1550 Symporicarpus Vulgaris, 12 to 18 ins.....	25.00		

All prices subject to change without notice. Boxing and packing additional.
TERMS: 2% 10 days, net 60. Interest charged after 60 days.

C. L. VANDERBROOK & SON **Manchester, Conn.**

Midwinter Washington Meeting

By Carol Wieting

The midwinter meeting of the Washington State Nurserymen's Association, January 16 and 17 at Yakima, opened with talks on "The History of the Nursery Business in Washington State" and "Some Aspects of Fruit Tree Production in the Northwest," which were summarized in the preceding issue. Further report of the meeting follows:

Advertising and Selling.

Dwelling also on the theme that the nurseryman should consider more the merchandising end of his business and not so much the problems of growing stock, John Hanley, editor of Northwest Gardens & Homes, Seattle, sketched some methods by which a nurseryman could meet competition. Competition may be of three kinds. The first is competition from legitimate nurseries. This type is a desirable kind and should be encouraged. It is nothing that any legitimate nursery should fear. This competition can be met with advertising, a better sales organization and a more attractive nursery.

Dr. Hanley said that the second type of competition, which really is becoming a problem, is that from small part-time nurseries which do not follow regular business procedures in order to exist. These nurseries may be the activity of some retired person or any other person who does not have to depend on the returns from the nursery for his living. Under these conditions the owner of the nursery may not put adequate value on his time invested in production, or may not consider cost of his land or equipment or may not even try to compute production costs. Hence, this nursery owner may often unknowingly sell his product below the cost of producing it.

Dr. Hanley suggested that the solution of this problem might lie in the field of education. The small nurseryman should be encouraged to join trade organizations so that he may become familiar with the methods of finding production costs. The part-time nurseries often tend to propagate those plants which are easy to grow, bringing about a glut on the market with the possibility of lowered prices. This in turn affects other items. By familiarizing such nurserymen with the desirability of a sound business structure, the entire industry would benefit, including the small nursery owner.

The third form of competition which the nurseryman has to meet is that from general merchandise, even from food. Here, Dr. Hanley strongly suggested that the nursery industry support the home vegetable garden program. The savings of cash to the individual family would be available for home ground beautification. In meeting the competition of general merchandise, he encouraged nurserymen to take an active interest in trade organizations, to exchange information freely on all phases of the industry and to improve their merchandising practices.

Competition in general can be met with careful advertising, Dr. Hanley suggested. The advertising budgets of general industries vary from one per cent to twenty-five per cent of their gross returns. The actual amount any nursery might wish to spend on advertising would be determined by individual circumstances, location, type of product, kind of advertising medium chosen, etc. Where it is possible, it is desirable to secure

the services of a professional advertising man. Possibilities for radio advertising of nursery products have not been explored enough as part of a general advertising program, he said.

Rhododendrons and Azaleas.

Those who have been wanting to know how to propagate rhododendrons and azaleas had all their questions answered in the demonstration given by John Van Dyke, of the State Flower Nursery, Bothell. As his firm specializes in the production of these plants, Mr. Van Dyke's words were absorbed with confidence by the audience. After a few introductory statements the demonstration proceeded in a step-by-step manner. Each process was thoroughly explained, from the growing of the stock plants to the planting of the finished and established grafts in the nursery bed.

Rhododendron ponticum is most used as an understock because of its splendid root activity and adaptabil-

SPECIMEN TAXUS

In Landscape Sizes

(with J. B. certificate)

	Each
TAXUS cuspidata, spread, 15 to 18 ins.	\$ 2.10
TAXUS cuspidata, spread, 1 1/2 to 2 ft.	2.90
TAXUS cuspidata, spread, 2 to 2 1/2 ft.	3.90
TAXUS cuspidata, (extra-heavy, sheared spec.), 7 to 8 ft., spr.	35.00
TAXUS cuspidata, (extra-heavy, sheared spec.), 8 to 10 ft., spr.	45.00
TAXUS cuspidata capitata, 3 1/2 to 4 ft.	9.50
TAXUS cuspidata capitata, 4 to 4 1/2 ft.	12.00
TAXUS cuspidata capitata, 4 1/2 to 5 ft.	14.50
TAXUS cuspidata capitata, 5 to 5 1/2 ft.	16.50
TAXUS cuspidata capitata, 5 1/2 to 6 ft.	19.00
TAXUS cuspidata nana (brevifolia), 15 to 18 ins.	3.25
TAXUS cuspidata nana (brevifolia), 1 1/2 to 2 ft.	4.25
TAXUS media (intermedia), 15 to 18 ins.	2.75
TAXUS media (intermedia), 1 1/2 to 2 ft.	3.75
TAXUS media hatfieldi, 1 1/2 to 2 ft.	3.00
TAXUS media hatfieldi, 2 to 2 1/2 ft.	3.75
TAXUS media hicksi, 2 to 2 1/2 ft.	3.50
TAXUS media hicksi, 2 1/2 to 3 ft.	4.50
TAXUS media hicksi, 3 to 3 1/2 ft.	6.00
THUJA occ. pyramidalis, 3 1/2 to 4 ft.	2.75
THUJA occ. pyramidalis, 4 to 5 ft.	3.50

The above prices are for truckload or carload lots only.

LINING-OUT TAXUS

(3-year-old transplants—best strain)

	Per 100
TAXUS cuspidata, 12 to 24 ins.	\$50.00
TAXUS cuspidata capitata, 12 to 18 ins.	55.00
TAXUS cuspidata capitata, 18 to 24 ins.	65.00
TAXUS media hicksi, 12 to 18 ins.	55.00
TAXUS media hicksi, 18 to 24 ins.	65.00

Also, without J.B. certificate.

Juniperus pfitzeriana, 2 to 4 ft.

Pinus strobus, 3 to 5 ft.

Tsuga canadensis, 2 to 6 ft.

Pinus thunbergi, 2 to 4 ft.

Ilex glabra, 1 1/2 to 2 1/2 ft.

Many other items suitable for landscape trade.

Write for price list.

BULK'S NURSERIES, Inc. Babylon, L. I., N. Y.

New

Improved

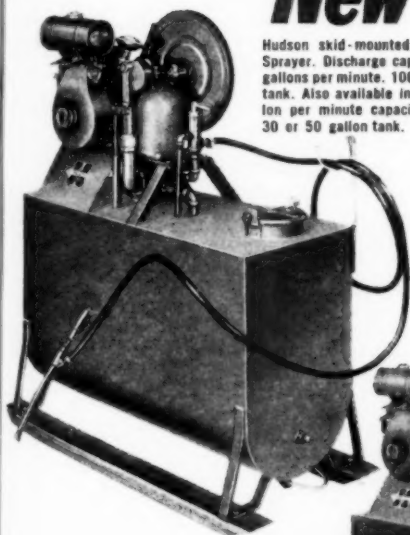
HUDSON POWER SPRAYERS



New
Hudson pneumatic tire Power Sprayer with trailer hitch. Discharge capacity 4 gallons per minute. 100 gallon tank.

New

Hudson skid-mounted Power Sprayer. Discharge capacity 4 gallons per minute. 100 gallon tank. Also available in 2 gallon per minute capacity with 30 or 50 gallon tank.



New

Hudson pneumatic tire Power Sprayer. Discharge capacity 2 gallons per minute. Available with 30 or 50 gallon tank.



- NEW Spraying Efficiency
- NEW Dependability of Performance
- NEW Ease of Handling

You're looking at the most advanced line of power sprayers ever made. They're completely new . . . with many valuable improvements you want and need . . . and now can have.

These new Hudson Power Sprayers will apply your spray materials more efficiently than was ever before possible. Improved pumps, new agitators, new nozzles and other important features will save time and work, make spraying easier, assure trouble-free continuous operation.

You could make no better investment in labor-saving equipment than to get new Hudson Power Sprayers at the earliest possible date. Hudson is now supplying their dealers. Ask your Hudson dealer about them. Or write us for full information.

ONLY HUDSON OFFERS ALL THESE FEATURES

- All-welded steel tanks
- Full pneumatic tires on roller bearing steel disc wheels
- Rugged, all-welded chassis
- Highly efficient gasoline engine
- Heavy duty pump
- Full controllable pressure
- Stainless steel valve assemblage
- Slow speed long life pumps
- Constant, positive, liquid agitation
- Perfect balance assures ease of movement

Your Hudson dealer has or can get your New Hudson Sprayer promptly. See him today.
WRITE HUDSON FOR FULL INFORMATION.

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H. D. HUDSON MANUFACTURING COMPANY • 589 E. Illinois Street, Chicago, Illinois, U. S. A.

Sprayers and Dusters
Hay Tools and
Barn Equipment
Livestock Equipment



TESTED AND PROVED EQUIPMENT

Poultry Equipment
Farm Ventilation
Equipment



New

Hudson "Porta-Spray" 15 gallon capacity. With or without pressure tank. Steel, semi-pneumatic or full pneumatic wheels.

ity to all types of scions. The graft is placed as near the base of the plant as possible to avoid suckering. A special trimming of the scion is necessary to make it fit properly. After the graft is completed the plant is plunged in a bottom-heated bed in the greenhouse in which the plant stays for eight or ten weeks until the union is complete. While rhododendrons produced by Mr. Van Dyke's firm are from grafts, the azaleas are made entirely from cuttings. These are taken in late spring from short terminal shoots, placed in a mixture of peat moss and sand for rooting and entirely handled in pots after leaving the rooting medium.

Evergreen Production.

Most of the nurserymen attended a luncheon meeting in the Hotel Commercial at which Dr. Hanley and Mr. Starling outlined plans for a cooperative radio advertising program to be sponsored by the nursery industry.

Following this, the group returned to the Chamber of Commerce hall to hear Howard Andrews, of Mountain Meadow Nurseries, Monroe, speak on evergreen production in the northwest. A veteran nurseryman with twenty-eight years of experience in this area, Mr. Andrews had some sage advice on several phases of the industry. First, there seems to be a need for more propagation of selected plant material. However, a nurseryman should select those plants with which he is familiar and of which can produce good quality. The exact item would vary with the individual, his facilities and growing conditions. The war years saw most of the large nursery stock used for various government undertakings, such as housing projects and camouflaging. There is a change in type of material now being demanded by landscape people because of changes in structural design. At the present time nurserymen have plenty of orders. Mr. Andrews cautioned that even under these condition no one should turn down an order but should strive to fill as much of it as possible.

Propagating Techniques.

As though in answer to some problems brought out by Mr. Andrews, the next speaker, Arthur Myhre, of the Western Washington experiment station, Puyallup, explained how nurserymen could improve their propagating technique. After a brief history of the progress of growth stimulants throughout the country, Mr. Myhre explained results of work that has been done at the

[Continued on page 52.]

ROSE ACACIA

Pink Moss Locust—Tree Form



A superior Ornamental Tree with large showy clusters of pink blossoms in spring. An occasional pruning will cause it to bloom during the summer. Excellent for giving the landscape that "New Look."

	Top Grafted Trees	Per 10	Per 100
5 to 6-foot stems.....		\$20.00	\$175.00
4 to 5-foot stems.....		17.50	150.00
3 to 4-foot stems.....		15.00	135.00

STOCK IN STORAGE

Available for immediate shipment or reservation for later shipping date.

VINES

<i>Ampelopsis tricuspidata</i> (Veitchi). Boston Ivy. Handsome, glossy, green foliage; clings to brick, stone or stucco.	Per 10	Per 100
2-yr., No. 1.....	(\$220.00 per 1000)	\$2.90 \$25.00
<i>Polygonum auberti</i> (China Fleece Vine, Silver-lace Vine). Very rapid grower; covered with masses of foamy, white flowers in fall.		
2-yr., No. 1.....	(\$270.00 per 1000)	3.50 30.00
<i>Wisteria, Purple</i> (Chinensis). Blooming strain. Propagated from cuttings taken from blooming wood. The result is the same as from grafting, but far less expensive, so you buy at a much lower price.		
2-yr., No. 1.....	(\$200.00 per 1000)	2.90 25.00
2-yr., Med.	(\$150.00 per 1000)	2.40 20.00

LILIES

<i>Centifollum</i> . Immense white trumpets, tall stems.	2.50	20.00
6 to 7 inches.....		
<i>Croft</i> . Satiny white flared trumpets; fragrant.	1.20	10.00
6 to 7 inches.....		
<i>Formosanum</i> (Philippinense). Enormous snowy-white trumpets. Tall, very fragrant.	2.10	18.00
5 to 6 inches.....		
<i>Pardalium Giganteum</i> (Sunset). Brilliant sunset red, golden base, purple spots.	2.50	20.00
5 to 6 inches.....		
<i>Regale</i> (Regal Lily). Large white trumpets, suffused with pink; fragrant.	2.40	20.00
7 to 8 inches.....		
6 to 7 inches.....	1.80	15.00
3 to 4 inches.....	.60	5.00

LILY OF THE VALLEY

(<i>Convallaria majalis</i>). Fine foliage, profuse bloomers.		
Pips	(\$25.00 per 1000)	.35 3.00

DIXIE PHLOX

"Made to order" for the South. Withstands high temperatures and even thrives in dry weather. A tall, vigorous grower with large flower heads and foliage remarkably free from disease; in fact, the healthiest foliage of any variety we know. The color is a lovely, bright orchid-pink; very showy. Our own introduction.

No. 1, field-grown.....	(\$120.00 per 1000)	1.80 15.00
ASPARAGUS		
Paradise, 3-year		Per 100 Per 1000
Paradise, 2-year		\$3.00 \$25.00
Paradise, 1-year		1.90 16.00
Washington, 3-year		1.20 10.00
Washington, 2-year		3.00 25.00
Washington, 1-year		1.90 16.00
Washington, 1-year		1.20 10.00

NOTE: We have a complete assortment of fruits and ornamental stock for the wholesale market. Send for our complete descriptive price list.

ROSES: Our surplus list of Roses is also ready, and we are specialists in packaged nursery stock. We can give you full particulars and an insight into new profits from the cash-and-carry counter trade. Detailed list on request.

THE WILLIS NURSERY CO., Ottawa, Kan.

"Your Wholesale Nurserymen"

THE PONTIAC NURSERY CO.

Romeo, Michigan

Offers

the following list of quality stock for immediate order, spring 1948 shipment. Most items in storage.

APPLE TREES

Each
2-yr., 11/16-in.45c

(1000 rate 5c less)

	11/16-in.
Anoka	75
Duchess	100
Fameuse (Snow)	12
Delicious, Yellow	75
Delicious, Red	300
Golden Russet	48
Grimes Golden	40
McIntosh Red	200
Red Northern Spy	47
Rome Beauty	25
Red Astrachan	40
R. I. Greening	125
Stayman Winesap	97
Wealthy	300
Hyslop Crab	150

PEACH TREES

	Each
11/16-in.	40c
9/16-in.	35c
7/16-in.	25c
5/16-in.	15c

	11/16-in.	9/16-in.	7/16-in.	5/16-in.
Early Elberta	90	200	150	56
Champion	70		37	56
Elberta	422	200	600	160
Fertile Hale	100		48	273
Halehaven	300	50	246	90
J. H. Hale	400	250	372	140
July Elberta	400	645	446	150
Oriole	73	49	18	15
Redhaven	300	300	311	45
Rochester	200	200	217	44
Southaven	490	500	323	120
Sun-Glo	223	171	92	31

PEAR TREES

	Each
11/16-in.	75c
9/16-in.	60c
7/16-in.	40c
5/16-in.	35c

	11/16-in.	9/16-in.	7/16-in.	5/16-in.
Bartlett	250	900	800	273
B. de Bosc	40	90	79	20
Clapp Favorite	100	227	152	30
B. de Clairgeau	52	50	50	10
Conference	120	49	45	7
Duchess	100	34	26	20
Flemish Beauty	250	106	20	9
Kieffer	400	172	75	16
Lincoln	82	81	54	5
Sheldon	150	46	59	7
Seckel	126	95	55	10

ROSES

	Per 100	Per 1000
2-yr., No. 1 plants	\$40.00	\$350.00
Ami Quinard	Mrs. P. S. Du Pont	
Betty Uprichard	Pink Radiance	
Briarcliff	Poinsettia	
Dainty Bess	Pres. Hoover	
Editor McFarland	Red Radiance	
Etoile de Hollande	Rouge Mallerin	
Frau Karl Druschki	Talisman	
Grenoble	Yellow Talisman	
Gruss an Teplitz	Cl. Dorothy Perkins	
K. A. Viktoria	Cl. Du Pont	
Lady Hillingdon	Cl. Paul's Scarlet	
Luxembourg	Cl. Silver Moon	
Margaret McGredy	Cl. Talisman	
Mrs. Chas. Bell		

APRICOT TREES

	Each
9/16-in.	45c
7/16-in.	40c
5/16-in.	35c

	9/16-in.	7/16-in.	5/16-in.
Early Golden	6	5	4
Moorpark	16	3	
Harris	50	100	50

FLOWERING SHRUBS

	Each
500 Almond, D. F. Pink, 18 to 24 ins.	\$0.40
100 Almond, D. F. Pink, 2 to 3 ft.	.50
50 Amelanchier Canadensis, 2 to 3 ft.	.35
50 Amelanchier Canadensis, 3 to 4 ft.	.45
50 Amelanchier Canadensis, 4 to 5 ft.	.60
50 Amelanchier Stolonifera, 18 to 24 ins.	.35
100 Amelanchier Stolonifera, 2 to 3 ft.	.45
100 Amelanchier Stolonifera, 3 to 4 ft.	.60
50 Aronia Arbutifolia, 2 to 3 ft.	.40
100 Aronia Melanocarpa, 4 to 5 ft.	.60
300 Aronia Melanocarpa, 3 to 4 ft.	.50
100 Aronia Melanocarpa, 2 to 3 ft.	.40
1000 Berberis Thunbergi, 18 to 24 ins.	.35
250 Buddleia Charming, No. 1	.35
100 Buddleia Dubonnet, No. 1	.35
100 Caragana Arborescens, 3 to 4 ft.	.45
50 Caragana Arborescens, 4 to 5 ft.	.60
100 Cydonia Japonica, 15 to 18 ins.	.35
2000 Forsythia, 18 to 24 ins.	.25
Intermedia, 2 to 3 ft.	.35
Sieboldi, 3 to 4 ft.	.45
Spectabilis	
200 Hydrangea A. G., 2 to 3 ft.	.50
300 Hydrangea P. G., 2 to 3 ft.	.50
100 Lonicera Bella Albida, 18 to 24 ins.	.25
250 Lonicera Bella Albida, 2 to 3 ft.	.35
250 Lonicera Bella Albida, 3 to 4 ft.	.45
100 Lonicera Morrowi, 18 to 24 ins.	.25

FLOWERING SHRUBS—Cont.

	Each
250 Lonicera Morrowi, 2 to 3 ft.	\$0.35
250 Lonicera Morrowi, 3 to 4 ft.	.45
100 Philadelphus Grandiflora, 18 to 24 ins.	.25
100 Philadelphus Grandiflora, 2 to 3 ft.	.35
100 Rhus Canadensis, 12 to 18 ins.	.30
250 Spiraea Billardi, 2 to 3 ft.	.35
250 Spiraea Billardi, 3 to 4 ft.	.45
250 Spiraea Froebeli, 12 to 18 ins.	.30
250 Spiraea Froebeli, 18 to 24 ins.	.35
500 Spiraea Vanhouttei, 2 to 3 ft.	.35
200 Symphoricarpos Vulgaris, 18 to 24 ins.	.25
300 Symphoricarpos Vulgaris, 2 to 3 ft.	.30
100 Tamarix Africana, 3 to 4 ft.	.40
100 Tamarix Gallica, 3 to 4 ft.	.40
100 Viburnum Americana, 3 to 4 ft.	.50
300 Viburnum Americana, 4 to 5 ft.	.60
200 Viburnum Americana, 5 to 6 ft.	.75
200 Viburnum Americana, 6 to 8 ft.	1.00
400 Viburnum Dentatum, 2 to 3 ft.	.40
600 Viburnum Dentatum, 3 to 4 ft.	.50
750 Viburnum Dentatum, 4 to 5 ft.	.60
250 Viburnum Dentatum, 5 to 6 ft.	.75
150 Viburnum Dentatum, 6 to 8 ft.	1.00
50 Viburnum Dilatatum, 12 to 18 ins.	.35
125 Viburnum Dilatatum, 18 to 24 ins.	.50
125 Viburnum Dilatatum, 2 to 3 ft.	.60
100 Viburnum Lantana, 2 to 3 ft.	.40
250 Viburnum Lantana, 3 to 4 ft.	.50
50 Viburnum Lantana, 4 to 5 ft.	.60
500 Viburnum Lentago, 2 to 3 ft.	.40
450 Viburnum Lentago, 3 to 4 ft.	.50
750 Viburnum Lentago, 4 to 5 ft.	.60
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Plant Notes Here and There

By C. W. Wood

A correspondent who recently became interested in native orchids asks for an easy one with which to begin. It would have been easier to answer if he had given a few details as to soil and other growing conditions in his location. However, I am recommending the twayblades, and since he is located in Virginia, specifically *Liparis liliifolia*. It is not the most beautiful hardy orchid that I know, but it is passable. Its red-veined yellow flowers at the top of 8 to 10-inch stems are odd, to be sure. But it is certainly easy enough to grow in a leafy soil that is not too dry. It seems to be partial to a decaying log, if that information contains anything of value to the cultivator. Propagation is by division at our present state of knowledge.

Rattlesnake Plantain.

Speaking of orchids for one who is a beginner in their culture and, in fact, for anyone with a desire for the unusual, the rattlesnake plantains (*epipactis*) have my hearty recommendation. It would be hard to imagine a prettier ground cover at any time of year. The pretty white-veined green leaves are evergreen, and the unspectacularly handsome spikes of white flowers, similar to lady's-tresses, *spiranthes*, are not to be ignored. I find it easy to transplant them from the wild if a large ball of earth is taken with them. They grow readily in leafy, moist soil in shade.

Tiger Lilies.

When I think of tiger lilies, two gardens come to mind. In one these plants are taboo because their owner thinks them plebian, while in the other they are used lavishly for their summer color. In the former, sickly gold-banded lilies are supposed to take the place of the robust tigers, and they do it with the grace of a cow at a 7-course dinner. (That is not meant as a universal condemnation of *Lilium auratum*; rather it shows my personal preference for a vigorous tiger lily over an anaemic gold-banded lily.) In the other garden, the so-called barbaric color of the tiger lilies makes August one of the most colorful and enjoyable months of the year.

A plant has to be good to merit the praises that gardeners have showered on the tiger lily during its long association with gardens, such

as Tilton's description of it as "one of the hardiest, most persistent and most easily grown of all lilies, and, furthermore, one of the most beautiful."

A planting of its variety *splendens*, which has large, black-spotted, salmon-red flowers (twenty or more on a well grown, 6-foot stem) will be a more convincing argument than pages of type could hope to be. Follow that performance with that of a planting of variety *fortunei*, which with its paler-colored flowers, will take up where the first-named leaves off, and the evidence will be complete. In addition to these and the type, there is also a double-flowered form, "the only double-flowered lily in cultivation," as someone has remarked.

Speaking gastronomically, tiger lily bulbs are more delicate in flavor than the flowers are pleasing in appearance. To me this is a new avenue of approach to this lily, and it was brought to my attention a few years ago by Du Canes' book "Flowers and Gardens of Japan." In it I read that tiger lilies are seldom seen in bloom

in Japanese gardens, the flower stems being cut so that all the strength will go into the bulbs, for the young bulbs "are among their most prized vegetables."

My own stock of bulbs never reached the point where I could use them as a substitute for other root crops, but I have verified the statement that they are edible, and I am waiting for the first dish of creamed tiger lily bulbs.

Working up a stock of tiger lilies, even for food, if that were desirable, is a rather simple matter by means of the bulbils, which are freely produced in the axils of the leaves, and by the use of bulb scales. The former method is too well known to need comment, but the other way may merit a few words. The bulbs are usually dug as soon as the flowers fade, and as many scales are removed as the well-being of the parent warrants. These scales are planted tip end up about two inches deep in sandy compost in frames. As many as 100 scales may be planted to each foot of row, as they will be removed

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These cuttings were potted August, 1947, and are carried over in the greenhouse, so they will be nicely potbound by spring.

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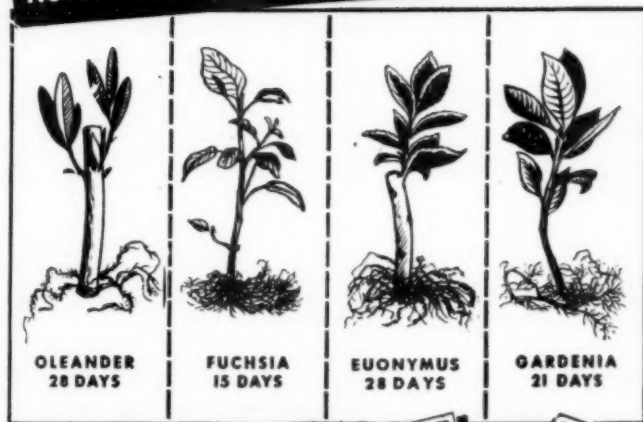


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at the end of the first growing season. Being stem-rooting, mature bulbs should be planted at least six inches deep. Although it loves the sun, the tiger lily will usually adapt itself to some shade and, like most lilies, is always thankful if some low-growing plant is used to shield the base of its stems from strong sunshine.

A Spring Combination.

A correspondent writes that he has a large area in half shade to plant this spring. He has a big stock of forget-me-nots that he wants to use and asks for another plant to use in combination with it, preferably one blooming at the same time. I include my reply in these notes in the belief that it may be of aid to others.

If you like the association of blue and white, a pretty combination may be worked out by grouping forget-me-nots and foamflowers, *Tiarella cordifolia*, in some shady spot. The ordinary forget-me-nots, which are mostly forms of the rather dwarf *Myosotis alpestris*, would no doubt fill the bill, but they are scarcely tall enough to make much of a show above the foot-tall or taller spikes of the foamflower. On the other hand, the woodland forget-me-not, *M. sylvatica*, which unfortunately is now rarely seen in gardens, makes an admirable companion when displaying its yellow-eyed, blue flowers on 15-inch stems among tiarella's wreaths of foam. Both plants require a rich, woody soil and some shade.

Iris Arenaria.

It has been on my mind for some time to say something about a group of small yellow irises usually represented in gardens under the label of *I. arenaria*. I am not sure about the nomenclature, but so far as I can tell from examinations of garden material, there is no difference between plants represented by that name and *I. flavisima*. And last summer I saw plants in an iris specialist's garden under the label of *I. bloudowi*, which were indistinguishable from *I. arenaria*; so it appears to make little difference, if any, which name you choose, for you will most likely find that you have the same plant. And what a plant it is, if you are attuned to these matters as I am. But just in case you are looking for a brilliant performance over a long period, I must warn you that, while the brilliance will be there, its duration is brief.

I. arenaria starts its life as a tiny rhizome, which grows practically on the surface and never extends itself beyond its original home. From this grow a few narrow leaves three or four inches high. It is never a vigor-

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XX, 4 to 6 ins.	.25	.23						
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Azalea mollis, X, 1 to 3 ins.	.10	.09						
Azalea mollis, XX, 2 to 4 ins.	.14	.13						
Azalea mollis, XX, 4 to 6 ins.	.25							
Azalea mollis, yellow, XX,								
2 to 4 ins.	.25							
Boxwood, Hardy Korean,								
X, 4 to 6 ins.	.14							
Colorado Blue Spruce,								
X, 2 to 4 ins.	.09	.08						
Cornus capitata, S, 6 to 12 ins.	.08	.06						
Cypress, Lawson, S, 4 to 8 ins.	.06	.05						
Cypress, Lawson, X, 4 to 8 ins.	.20	.18						
Cytisus scoparius (Suec)								
Broom, S, 4 to 8 ins.	.06	.05						
Cytisus scoparius, S, 8 to 12 ins.	.10	.08						
Euonymus carrierei, X,								
4 to 8 ins.	.10	.09						
Euonymus coloratus, X,								
4 to 8 ins.	.09	.08						
Euonymus europaeus, S,								
5 to 10 ins.	.06	.05						
Euonymus fortunei erecta, X,								
5 to 10 ins.	.10	.09						
Euonymus vegetus, X, 4 to 8 ins.	.10	.09						
Hlex crenata convexa (bullata),								
X, 2 to 4 ins.	.14	.13						
Hlex glabra (Inkberry), X,								
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Hlex rotundifolia, X, 2 to 4 ins.	.14	.13						
Juniper, Andorra, X, 2 to 4 ins.	.14	.13						
Juniper, Andorra, X, 6 to 9 ins.	.17	.16						
Juniperus glauca hetzi,								
X, 4 to 6 ins.	.25							
Juniperus glauca hetzi,								
X, 6 to 9 ins.	.30							
Juniper, Irish, X, 5 to 8 ins.	.20							
Juniperus excelsa stricta,								
X, 3 to 6 ins.	.20							
Juniperus virginiana,								
X, 4 to 6 ins.	.10							
Leucothoe catesbaei (Mountain								
Andromeda), XX, 3 to 6 ins.	.18	.17						
Mahonia aquifolium (Oregon								
Grape Holly), S, 2 to 6 ins.	.06	.05						
Maple, Silver (Acer dasyc-								
carpum), S, 2 to 3 ft.	.10	.08						
Philadelphus coronarius,								
X, 12 to 18 ins.	.12							
Pieris japonica, XX, 3 to 5 ins.	.20	.18						
Privet, Regel (edig.-grown),								
XX, 12 to 18 ins.	.07	.06						
Privet, Regel (edig.-grown),								
XX, 18 to 24 ins.	.09	.08						
Rhododendron, Hybrid (Grown								
from seeds; from red-blooming								
plants), X, 1 to 2 ins.	.14	.13						
Rhododendron, Hybrid,								
XX, 2 to 4 ins.	.25	.22						
Rhododendron, Hybrid,								
X, 2 to 6 ins.	.32	.30						
Rhododendron, Hybrid,								
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Rhododendron, Hybrid,								
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Taxus capitata, X, 4 to 6 ins.	.16	.15						
Taxus cuspidata, X, 3 to 5 ins.	.15	.14						
Taxus cuspidata, X, 5 to 7 ins.	.18	.17						
Tsuga canadensis, XX, 6 to 8 ins.	.22	.21						
Tsuga canadensis,								
XX, 8 to 12 ins.	.27	.25						
Viburnum opulus naum,								
X, 2 to 5 ins.	.10	.09						
Vitex agnuscastus (Chaste tree),								
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6 to 12 inches, not transplanted..... 9.00 72.00

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Kalmia latifolia (Mountain Laurel)

When in bloom the plants are literally bouquets of lovely, cup-shaped flowers, from white to deep pink.

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6 to 12 inches, once transplanted..... 16.00 128.00

Mahonia nervosa (Longleaf Hollygrape)

12 to 18 inches tall. Foliage dark green turning to most beautiful shades of brilliant red and bronze. Does well in sun or shade. Thrives under conifers. Very hardy.

6 to 10 inches, not transplanted..... 10.00 80.00

Picea engelmanni (Engelmann Spruce)

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ous-looking plant and apparently is not strong enough to do much in the way of flowering. However, do not be discouraged, for sometime in May (the exact date being determined by weather and latitude, although usually occurring here in northern Michigan early in the month), there is such a burst of golden yellow as to convince even the most jaded gardener that he has found a treasure. One has to keep rather close watch when this happy time arrives, for it does not last long. But although it usually lasts no more than two days, it is well worth waiting a year for this sight.

The literature and gardeners' conversations are full of complaints about the bad behavior of this iris, ranging all the way from the statement that it is nonblooming to the accusation that it is short-lived. Although these shortcomings are generally true, they need not be if a few easily accomplished requirements are taken into consideration. The first is the need for a sandy soil in the top two inches of the medium, a little more or less, with a richer soil under that. Although the rhizomes need sand for their health, the plants do enjoy fairly good living. The second need is for annual division. It is not true, in my experience, that the plant's life depends upon this factor, as I have read. However, profuse blooming does hinge on annual division; either that or, as a second and poorer choice, an annual top-dressing. And it must not be allowed to be overgrown by ranker growths. That may sound like a lot of bother for a short blooming period, but most gardeners who have enjoyed *I. arenaria* for years say that it is well worth while.

Iris Forresti.

Another yellow iris, in this case an early June species which is all too rarely seen, is *I. forresti* from China. It is almost the exact opposite of the one mentioned in the preceding paragraph, being eighteen inches or more tall (perhaps even more under ideal conditions) when it sends up its wiry stems, each bearing a single flower. The color varies somewhat in the material that I have seen, although it is always, so far as I have seen, some shade of yellow, deeper in shade on the style limbs, with deep lilac feathering at the base of the falls. It is always a beautiful flower, and the flowering habit combined with the gracefully arching foliage makes a plant of great landscape possibilities.

Its culture is also almost exactly opposite that of *I. arenaria*. Instead of demanding dry conditions, *I. forresti* revels in moisture. In the ab-

[Continued on page 40.]

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3 to 4 ft., 7/16-in.
4 to 5 ft., 9/16-in.
5 to 6 ft., 11/16-in. and up.

Varieties:

Bartlett, Cayuga, Clapp Favorite, Beurre d'Anjou, Duchesse, Flemish Beauty, Kieffer, Seckel, Sheldon, Waite, Willard.

SWEET CHERRY

1 and 2-yr., whips and branched.

12 to 18 ins. 3 to 4 ft.
18 to 24 ins. 4 to 5 ft.
2 to 3 ft. 5 to 6 ft.

Varieties:

Black Giant, Black Tartarian, Gov. Wood, Napoleon, Schmidt's Bigarreau, Windsor.

PEACH

1-yr., 5/16-in.
1-yr., 7/16-in.
1-yr., 9/16-in. and up.

Assortment of leading varieties.

PLUMS

1 or 2-yr.

12 to 18 ins.
18 to 24 ins., 3/16-in.
2 to 3 ft., 5/16-in.
3 to 4 ft., 7/16-in.
4 to 5 ft., 9/16-in.
5 to 6 ft., 11/16-in. and up.

Varieties:

Abundance, Burbank, Bradshaw, Formosa, Fellenberg, Stanley, Shiro, Shropshire Damson, Santa Rosa, Yellow Egg.

QUINCE

1 and 2-yr.

2 to 3 ft. 3 to 4 ft.
Varieties:
Orange.

APPLE

2-yr. branched.

3 ft., 5/16-in.
3 to 4 ft., 7/16-in.
4 to 5 ft., 9/16-in.
5 to 6 ft., 11/16-in. and up.

Varieties:

Baldwin, Cortland, Dolgo Crab, Delicious, Double Red Delicious, Early McIntosh, Hyslop Crab, Macoun, McIntosh, Lodi, Red Rome Beauty, Red Gravenstein, Red Spy, Stayman Wine-sap, Yellow Delicious, Yellow Transparent.

NUT TREES

Black Walnut and Butternut.

Seedlings: Transplants:
6 to 12 ins. 2 to 3 ft.
12 to 18 ins. 3 to 4 ft.
18 to 24 ins. 4 to 5 ft.

Send your want list for quotations.

HEMLOCK

(*Tsuga Canadensis*)

	Per 100
12 to 18 ins., XXX, sheared, B&B.	\$100.00
18 to 24 ins., XXX, sheared, B&B.	150.00
2 to 2½ ft., XXX, sheared, B&B.	250.00
2½ to 3 ft., XXX, sheared, B&B.	300.00
3 to 3½ ft., XXX, sheared, B&B.	350.00

Also

RHODODENDRON — KALMIA AZALEAS

Japanese Beetle B Certificate on All Shipments

Write for Price List.

CURTIS NURSERIES

Callicoon, N. Y.

WAYNESBORO NURSERIES

Virginia's Largest Growers of Fruit Trees, Nut Trees and Berry Plants.

WAYNESBORO, VIRGINIA

MARCH 1948 WHOLESALE PRICES

APPLE

	Per 10	Per 100	Per 1000
2-yr., 11/16-in.	\$5.00	\$45.00	\$400.00
2-yr., 9/16-in.	4.50	40.00	350.00
2-yr., 7/16-in.	3.50	30.00	250.00
1-yr., 4 to 6 ft., Whips	4.50	40.00	350.00
1-yr., 3 to 4 ft., Whips	3.50	30.00	250.00
1-yr., 2 to 3 ft., Whips	3.00	25.00	200.00
3-yr., 6 to 7 ft.	7.50	65.00	500.00
5-In-1 Apple, 2-yr., 4 to 6 ft.	12.00		

Anoka	Early Red Bird	Paragon
Bonum	Fall Pippin	Rome Beauty
Close	Grimes Golden	Smokehouse
Cortland	Hyslop Crab	Stayman
Delicious	Jonathan	Summer Rambo
Double Red	Lady	Summer Yellow
Delicious	Liveland Raspberry	Delicious
Double Red Duchess	Lodi	Sweet Paradise
Double Red	Lowry	Turley Winesap
Jonathan	Macoun	Winesap
Double Red Rome	Maiden Blush	Winter Banana
Double Red Spy	M. B. Twig	Yellow Delicious
Double Red Stayman	McIntosh	Yellow Transparent
Early Harvest	N. W. Greening	York Imperial

PEACH

	Per 10	Per 100	Per 1000
11/16-in., 5 to 7 ft.	\$5.00	\$45.00	\$400.00
9/16-in., 4 to 6 ft.	4.50	40.00	350.00
7/16-in., 3 to 4 ft.	3.50	30.00	250.00

Belle of Georgia	Halehaven	Red Bird
Carman	Heath Cling	Redhaven
Champion	Hiley	Salberta
Crawford's Early	Indian	Shipper's Red
Elberta	J. H. Hale	Slappy
Fireglow	Late Elberta	Sullivan's Early
Golden East	Lizzie	Elberta
Golden Jubilee	Mayflower	Trigem

PLUM

	Per 10	Per 100	Per 1000
6 to 7 ft.	\$10.00	\$85.00	
4 to 6 ft.	8.00	75.00	
3 to 4 ft.	6.00	50.00	
2 to 3 ft.	4.50	40.00	

Abundance	Red June
Burbank	S. Damson
European Prune	Wickson
Mammoth Golden	

PEAR

	Per 10	Per 100
Kieffer, 4 to 6 ft.	\$7.50	\$65.00
Kieffer, 3 to 4 ft.	6.00	50.00
Bartlett and Clapp's Favorite—		
4 to 6 ft.	8.00	75.00
3 to 4 ft.	6.50	60.00

VICTORIA RHUBARB

	Per 10	Per 100
2-yr., Jumbo Size	\$1.50	\$12.00

RASPBERRIES

	Per 100	Per 1000
Cumberland, Blackcap	\$4.00	\$37.50
Latham, Red	5.50	50.00

CHERRY

	Per 10	Per 100
2-yr., 11/16-in.	\$12.00	
2-yr., 9/16-in.	10.00	
Bing	Blk. Tartarian	Lambert

APRICOT and NECTARINE

	Per 10	Per 100
4 to 6 ft.	\$8.00	\$75.00
3 to 4 ft.	6.00	50.00
2 to 3 ft.	4.50	40.00

EVERBEARING FIGS

	Per 10	Per 100
3 to 4 ft.	\$8.50	\$75.00
2 to 3 ft.	7.50	65.00

BLACKBERRIES, Assorted Varieties
THORNLESS BOYSENBERRIES, \$5.50 per 100,
\$45.00 per 1000.

GRAPES

	Per 10	Per 100
2-yr., No. 1	\$2.25	\$20.00

Brighton	Lutie
Caco	Moore's Early
Catawba	Niagara
Champagne	Ontario
Concord	Portland
Delaware	Sheridan
Fredonia	Worden
Lucile	

FRUIT TREE SEEDLINGS

	Per 100	Per 1000
Apple, No. 1	\$3.50	\$30.00
Mahaleb Cherry, No. 1	4.00	35.00
Pear, No. 1	3.50	30.00
Myrobalan Plum, No. 1	3.50	30.00

NUT TREES

	Per 10	Per 100
Black Walnut, 2 to 3 ft.	\$ 6.00	\$ 50.00
Black Walnut, 3 to 4 ft.	7.50	65.00
Black Walnut, 4 to 5 ft.	10.00	90.00
Black Walnut, 5 to 6 ft.	12.50	120.00
Black Walnut, 6 to 8 ft.	15.00	140.00
Chinese Blight-resistant Chestnut, 2 to 3 ft.	12.00	100.00
Filbert, American, 3 to 4 ft.	10.00	90.00
Filbert, American, 4 to 5 ft.	13.50	125.00
Filbert, European, Barcelona, 4 to 5 ft.	16.00	
Papershell Pecan, 2 to 3 ft.	9.50	90.00
Papershell Pecan, 3 to 4 ft.	12.00	100.00
Papershell Pecan, 4 to 5 ft.	16.00	150.00
Stuart Pecan, 3 to 4 ft.	16.00	150.00
English Walnut, 2 to 3 ft.	12.50	115.00

ROSES

2-year, No. 1, field-grown.....\$4.50 per 10, \$40.00 per 100

HYBRID TEAS

Ami Quinard	Lady Hillingdon
Betty Uprichard	Luxembourg
Briarcliff	Margaret McGredy
Caledonia	McGredy's Scarlet
Condese de Sastago	Mrs. Chas. Bell
Dame Edith Helen	Mrs. P. S. Du Pont
Edith Nellie Perkins	Pres. H. Hoover
Editor McFarland	Radiance, Pink
Etoile de Hollande	Radiance, Red
E. G. Hill	Sunburst
Golden Dawn	Talisman
K. A. Viktoria	

HYBRID PERPETUALS

American Beauty
Frau Karl Druschki

POLYANTHAS

Edith Cavell	Katharina Zeimet
Golden Salmon	Orleans
Ideal	

CLIMBERS

American Beauty	Paul's Scarlet
Dr. W. Van Fleet	Silver Moon
Etoile de Hollande, Cl.	Talisman, Cl.

Write for quotations on large quantities of Fruits, Nut Trees, Berry Plants and also Ornamental Plant Material.

WAYNESBORO NURSERIES,

Waynesboro, Virginia

Phone: Waynesboro 149

Kentucky Meeting at Lexington

By Howard G. Tilson, Secretary

A heavy blanket of snow, which covered the countryside, did not discourage a considerable number of members from attending the twenty-third annual winter meeting of the Kentucky Nurserymen's Association, which was held February 2 and 3 at the Lafayette hotel, Lexington. Local arrangements were under the capable direction of Louis Hillenmeyer, Jr., Hillenmeyer Nurseries, Lexington.

Officers elected for the coming year were Carl Ray, Carl Ray Co., St. Matthews, president; Dan B. Gardiner, Boone Gardiner Nurseries, Louisville, vice-president, and Mrs. Grace G. Walker, Kingsley-Walker Nurseries, Louisville, treasurer. Howard G. Tilson, state agricultural experiment station, Lexington, was re-elected secretary, and Herbert Bunton, Bunton Seed Co., Louisville, was appointed committeeman.

President Carl Ray called the meeting to order at 2:15 p. m. February 2 and introduced the first speaker, R. D. McIntyre, professor of salesmanship, college of commerce, University of Kentucky, who discussed "Selling Versus Order Taking." The fact that points stressed in Professor McIntyre's lecture were referred to by every speaker following on the program was ample proof of the timeliness and soundness of the ideas presented. Professor McIntyre did not limit his thoughts to the nursery industry.

Selling is an art with reference to the doing, but is backed by a science as to the know-how, according to Professor McIntyre. Salesmanship is the art of demonstrating the merits of the merchandise and the service of the house so successfully that a permanent customer is made. There are known principles of salesmanship, which must be practiced so that the salesman may know and understand their proper application. Eighty per cent of the so-called salesmen are really order takers, and they obtain about twenty per cent of the business. Twenty per cent of the salesmen are really artists and obtain about eighty per cent of the business. Unless you find people interesting and challenging, selling is not for you. A successful salesman is a creative salesman; he uses ideas. He sells profits and prestige, not merchandise. The day of the high-pressure salesman is going out. The high-pressure method has no place in creative salesmanship.

According to Professor McIntyre, the components of good salesmanship are courtesy, for which there is no substitute; service, which must be

salesman; enthusiasm that is real and ever-flowing, and resourcefulness, for the salesman never knows what is going to happen.

Professor McIntyre recommended for the average businessman the booklet called "Strategy in Selling," written by J. C. Aspley and published by Dartnell Publications, Inc., Chicago, Ill.

Richard P. White, executive secretary of the American Association of Nurserymen, presented a well informed and forward-looking talk on the "Future of the Nursery Industry." According to Mr. White, several years of interindustry competition are expected, which will move nurserymen from a sellers' into a buyers' market. Two predictions made by Mr. White, which were of special interest to nurserymen, were that congress will cut income taxes and that more money will be voted for foreign relief. These two factors, as well as many others, will keep employment at a high level during 1948, and a continued demand for marketable goods should follow.

Home building should continue at a high level and probably will reach 900,000 completed units during 1948. The nursery industry has been called a luxury industry, but the homeowners of this country do not con-



Grace Kingsley Walker.

good; understanding, for the salesman must know and like people; tactfulness, because the salesman thinks what he pleases, but is careful of what he says and how he looks when he says it; honesty, for misrepresentation will one day catch up with any

EVERGREENS

Truckloads and carloads only

These evergreens are first-class material, well grown and clean. They will be well dug with good balls. **BETTER ORDER NOW.**

JUNIPERUS

Ashfordi—2 to 3 ft., \$1.50; 3 to 4 ft., \$1.75; 4 to 5 ft., \$2.25; 5 to 6 ft., \$3.00.

English, Irish and Swedish—same prices as ashfordi.

Pfitzeriana — 24 to 30 ins., \$2.00; 30 to 36 ins., \$2.75; 36 to 42 ins., \$3.25.

Sabina—12 to 18 ins., \$1.20; 18 to 24 ins., \$1.60; 24 to 30 ins., \$2.00; 30 to 36 ins., \$2.50.

RETINOSPORA

Plumosa, plumosa aurea, squarrosa veitchi at the following prices: 18 to 24 ins., \$1.50; 24 to 30 ins., \$2.00; 2 to 3 ft., \$2.50; 3 to 4 ft., \$3.00; 4 to 5 ft., \$4.00.

We have some large **squarrosa veitchi**—tell us what you can use and we will quote you prices.

W. T. HOOD & COMPANY, INC.

2 1/2 miles north of Richmond on U. S. Highway No. 2

Since 1866

RICHMOND, VA.

Since 1866

TEAR OUT . . . PASTE ON POSTCARD AND MAIL!

GRAY INC., 7217 DIVISION ST., RIVER FOREST, ILLINOIS
Gentlemen: Please ship us at once, C.O.D., 1 sample each of
12", 15", and 18" Plant Salesmen at 100 lot prices. Send
price list and complete information.

☐ We are also interested in your Iris Borer Eradicator.

NAME _____

ADDRESS _____

ZONE _____

STATE _____

CITY _____

PROTECT YOUR PROFITS . . KEEP MEN BUSY NOW!

**THIS IS YOUR BEST TIME FOR
PLANTING TREES AND SHRUBS
IN GRAY'S PLANT SALESMEN!**

Right now . . . before your men are swamped with rush spring work . . . that's the time to keep them busy planting trees, shrubs, evergreens and larger plants in **GRAY'S PLANT SALESMEN** . . . the sensational lined, spot-welded wire containers. No more costly time losses for you—no more aggravating delays for your customers for balling and burlapping.

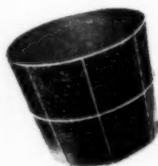
IT'S EASY TO GET HIGHER PRICES, TOO!

You can add \$2.00 to \$5.00 to the price of each plant . . . more than container, soil and labor costs . . . when stock is so attractively "packaged" and displayed. Gardeners gladly pay the higher price and willingly carry their purchases home in car trunks. Besides, plants are less subject to transplanting "shock" . . . growth and bloom are not retarded . . . when planted this new and better way!

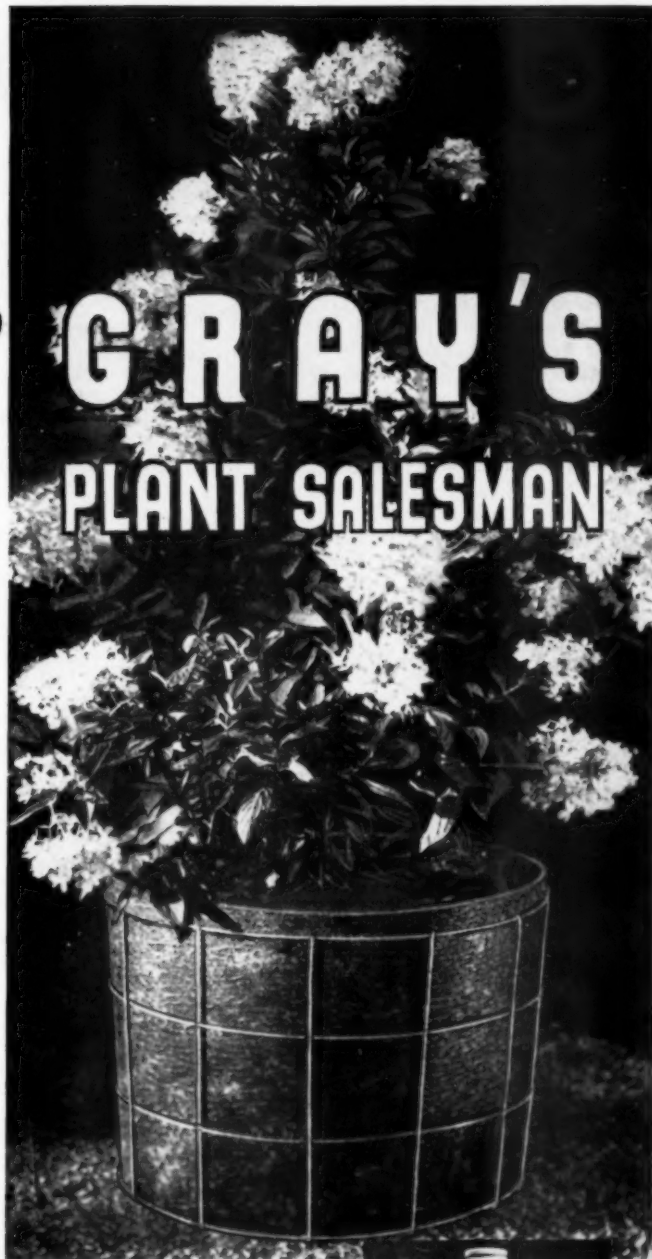
SEND ALONG YOUR ORDER AT ONCE. Or mail the above coupon. We can still ship immediately. Wire and paper shortage will prevent prompt shipments later on. **DON'T WAIT. ACT NOW!**

MADE IN THREE SIZES

You can specify 12, 15 or 18-inch (top diameter) containers. Special asphaltum base felt liners are cut to perfect fitting sizes. No. 10 to 12 gauge wire is durably spot-welded at all points. **GRAY'S PLANT SALESMEN** are precision manufactured from start to finish in our own plant.



GRAY
INCORPORATED
LANDSCAPE ARCHITECTS



STEP UP PROFITS WITH GRAY'S IRIS BORER ERADICATOR

Here's SURE DEATH to the increasingly destructive Iris Borer. An amazing new formula and method of application. Equally effective for Ants, Mosquitoes, Chiggers. Large quantities will be sold this season. Get your share of this highly profitable business! Send for descriptive literature and prices at once!



**7217 DIVISION STREET
RIVER FOREST, ILLINOIS**

sider it in such a light, Mr. White stated.

Some of the newer activities already in progress or contemplated by the American Association of Nurserymen are registration of all new woody plants; stone fruit budwood certification; helping to secure funds for research on virus diseases of cherries, especially in the northwest; testing of newly developed varieties of ornamentals originated by the United States Department of Agriculture; cooperating with the American Pomological Society in making surveys of fruits to determine what varieties are to be desired by commercial orchardists; cooperating with the United States soil conservation service in promoting education within the industry; revising horticultural grades and standards, and helping to organize an association of secretaries in order to promote interest in and develop state and regional nurserymen's activities.

The afternoon session was continued with the presentation of a motion picture in color taken by A. L. Heger and John Bruegger, both of the Dixie View Nurseries, Florence, which was devoted primarily to fall coloring in the Great Smoky mountains of North Carolina and Tennessee. Mr. Heger and Mr. Bruegger are two nurserymen who make a pleasant hobby a thing of beauty which may be enjoyed by many persons.

The Hillenmeyers entertained with a cocktail party before dinner. The weather made it advisable to remain in the hotel instead of going to the Hillenmeyers' home for the party, but although the lovely home surroundings were missed, the hospitality was not lacking.

After the usual informal banquet, the members were entertained by the University of Kentucky Troopers, an organization of boys and girls majoring in physical education, which gave a variety show including acrobatics, clown acts, tumbling, singing and magic tricks.

A. D. Slavin, chief of the regional nursery division of the soil conservation service of the United States Department of Agriculture, Milwaukee, Wis., opened the morning session February 3 with a discussion of nursery soils and their proper management. According to Mr. Slavin, soil conservation is not a gully-plugging program, but an art and science which involves using every acre in such a way as to produce a permanent agriculture. Long-time soil conservation is simply good land management. Proper tilth and not just fertility should be the goal. The adding of mineral base fertilizer or even manure

APRICOT AND PLUM TREES

Apricot

	Per 100
11/16-in.	\$90.00
9/16-in.	75.00
7/16-in.	60.00
5/16-in.	45.00

	11/16-in.	9/16-in.	7/16-in.	5/16-in.
Early Golden,				
550	1400	1240	500	
Hungarian,				
50	600	....	400	

Plum on Plum

	Per 100
2-yr., 11/16-in.	\$90.00
2-yr., 9/16-in.	75.00
2-yr., 7/16-in.	60.00
2-yr., 5/16-in.	45.00

	11/16-in.	9/16-in.	7/16-in.	5/16-in.
Bradshaw,				
700	350	190	25	
Fellenberg,				
...	600	177	150	
Green Sage,				
190	198	122	38	
Reine Claude,				
300	40	110	350	
Stanley,				
...	185	250	600	
Shrop. Damson,				
...	270	200		

Plum on Peach

	Per 100
1-yr., 11/16-in.	\$80.00
1-yr., 9/16-in.	65.00
1-yr., 7/16-in.	50.00
1-yr., 5/16-in.	30.00

	11/16-in.	9/16-in.	7/16-in.	5/16-in.
Abundance,				
260	685	480	237	
Burbank,				
400	260	330	200	
Bradshaw,				
420	420	360	420	
Fellenberg,				
100	1228	1960	1060	
Stanley,				
780	340	...	...

Plum on Plum

1-yr., 11/16-in.	\$90.00
1-yr., 9/16-in.	75.00
1-yr., 7/16-in.	60.00
1-yr., 5/16-in.	45.00
11/16-in. 9/16-in. 7/16-in. 5/16-in.	
Burbank,	
80	320 440 280
Fellenberg,	
...	510 560 525
Reine Claude,	
120	...

We grow a good assortment of Fruit Trees and Ornamentals.

Write for latest wholesale bulletin.

MAXWELL, BOWDEN & RICE, INC.

WHOLESALE NURSERIES

Phone 2974

Geneva, N. Y.



FOR SPRING

We will offer a very complete line of quality ornamental stock including many hard-to-find items.

Our spring wholesale catalog will be out soon.

Send us your want list.

PRINCETON NURSERIES

PRINCETON, N. J.

Phone: Princeton 1776

WHOLESALE TRADE LIST

Spring 1948

WHOLESALE ONLY

To the trade we offer the following varieties of Small Fruit Plants and Vegetable Roots for delivery any time until the end of the season, which is about June 1. All prices are F.O.B. Bridgman, Michigan, boxing at cost. 250 at 1000 rate unless otherwise stated. Prices subject to change without notice.

GRAPEVINES	100	250
	25 to	to and
	100	250 up
	Each	Each

Concord (Blue), 2-1	\$0.10	\$0.09	\$0.08 1/2
Concord (Blue), 1-1	.08	.07	.06 1/2
Fredonia (Early Black), Niagara (White), Catawba (Red), 2-1	.12	.11	.10 1/2
1-1	.09	.08	.07 1/2
Delaware (Red), 2-1	.14	.13	.12 1/2
Delaware (Red) 1-1	.11	.10	.09 1/2
Van Buren (Early Black)			35c each

GOOSEBERRY

	Each
Downing, 2-yr., No. 1	\$0.30
Houghton, 2-yr., No. 1	.25
Champion, 2-yr., No. 1	.25

CURRENTS

	25 to	100 to
	100	250
	Each	Each
Wilder, heavy, 4-yr.	\$0.20	\$0.19
Wilder, 2-1	.15	.14
Wilder, 1-1	.11	.10

RED RASPBERRIES

	1-yr., No. 1
	3/16-in. to 1/4-in.
	100 1000
Latham	\$6.00 \$50.00
Indian Summer	6.50 55.00
Chief	5.00 45.00
St. Regis	5.00 45.00
All transplants of above add 1 1/2 cents each.	

VEGETABLE ROOTS

VICTORIA RHUBARB-

	100 to	250 to	1000 to
	250	1000	5000
Whole Roots	Per 100	Per 100	Per 1000
1 1/2-in. and up	\$8.00	\$7.50	\$70.00
1 to 1 1/2-in.	6.00	5.50	50.00
3/4 to 1-in.	5.00	4.50	40.00
1/2 to 3/4-in.	4.00	3.50	30.00

Liners

3/8 to 1/2-in.	15.00
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RED RHUBARB DIVISIONS

	Each
	Per 100
Canada Red, No. 1 Divisions	\$0.40 \$0.35
MacDonald	.30 .25

Wire or telephone **Bridgman 22**

TERMS: 2 per cent discount for payment upon receipt of stock to parties with established credit; or 10 days net. Orders amounting to less than \$5.00, cash with order. C.O.D. orders must be accompanied with 1/3 cash deposit.

BLACK RASPBERRIES

	No. 1 Tips
	100 1000
Cumberland and Logan	\$4.50 \$35.00
Morrison (Sold out)	

PURPLE RASPBERRIES

	No. 1 Tips
	100 1000
Sodus	\$6.00 \$50.00

BLACKBERRIES

	No. 1 R.C.
	100 1000
Eldorado and Alfred, 1-yr., No. 1	\$4.50 \$35.00
No. 1 Transplants, 2-yr. trans.	6.00 50.00

LUCRETIA DEWBERRY

	100 1000
No. 1 tips	\$4.50 \$35.00

BOYSENBERRY

	No. 1 Tips
	100 1000
Common and Thornless	\$6.50 \$55.00

BLUEBERRIES

Rubel, Rancocas, Jersey, Adams.

	Cabot, Concord.	Each
1-yr., 3 to 6 ins.		\$0.25
2-yr., 6 to 12 ins.		.50
3-yr., 12 to 18 ins.		.70
4-yr., 18 to 24 ins.		1.00

STRAWBERRIES

Prices upon request.

ASPARAGUS

	25 to	100 to	250 to
	100	250	1000
	Per 100	Per 100	Per 1000
Paradise and Washington			
3-yr., heavy	\$4.00	\$3.50	\$30.00
2-yr.	2.80	2.30	18.00
1-yr.	2.20	1.70	12.00

Quantity price upon request.

HORSE-RADISH

	25 to	100 to	250 to
	100	250	1000
	Each	Per 100	Per 1000
Cuttings, 4 to 5-in.	\$0.02	\$1.75	\$15.00
Whole Roots	.04 1/2	4.00	35.00

ASK FOR SPECIAL QUOTATIONS ON QUANTITY

KRIEGER'S WHOLESALE NURSERY, Bridgman, Michigan

to soil does little good, in most soils, if proper tilth is not maintained. The use of perennial grasses is our best means of improving tilth in the average soils. Mr. Slavin stressed the necessity for future nurserymen, in order to be successful, to produce quality stock efficiently. These two requirements will demand good soil management.

Louis Hillenmeyer, Sr., Hillenmeyer Nurseries, Lexington, discussed the trade promotion and market development program of the American Association of Nurserymen, illustrating his talk with colored slides. Three main points stressed by Mr. Hillenmeyer were that the A. A. N. program is not an advertising program, that it is the nurserymen's program and that the benefits will depend upon how nurserymen use the program. In commenting upon the colored slides, he brought out the educational and coordinating features which should build up confidence within the trade and open new avenues for the sale and distribution of nursery products.

Louis Hillenmeyer, Jr., reported on the A. A. N. meeting at Boston the past summer and commented upon the fact that some of the speakers and subjects discussed at the Kentucky meeting were the same as those at the Boston meeting. Also, he urged every nurseryman who is able to qualify to become a member of the A. A. N.

The following committees reported at the business meeting: Auditing, Dan Gardiner, Boone Gardiner Nurseries, Louisville, chairman; Tom Martin and Louis J. Korfhage, Shively; resolutions, A. L. Heger, chairman, and Louis Hillenmeyer, Jr., and nominating, Walter Hillenmeyer, Jr., chairman; A. H. Heger, and John O. Ostrander, John O. Ostrander Landscape Service, Louisville.

Members participated in a discussion of the white-fringed beetle situation, and the following resolutions were adopted:

Whereas, the white-fringed beetle is now established in several areas in the southeastern portion of the United States, and

Whereas, this destructive insect constitutes a menace to our agriculture, and

Whereas, it is desirable to check the rapid spread of the pest, therefore

Be It Resolved, that the Kentucky Nurserymen's Association respectfully requests the bureau of entomology and plant quarantine to use all available resources and manpower to strengthen quarantine 72 to the extent that dangers of unusual spread

SMALL FRUIT PLANTS

Available for immediate shipment.

GRAPES

6000	Agawam, 1-yr., No. 1
500	Brighton, 1-yr., No. 1
500	Caco, 1-yr., No. 1
300	Champagne, 1-yr., No. 1
5000	Catawba, 1-yr., No. 1
5000	Concord, 2-yr., No. 1
10,000	Concord, 1-yr., No. 1
700	Concord, adlga., 1-yr., No. 1
700	Delaware, 2-yr., No. 1
500	Diamond, 2-yr., No. 1
5000	Diamond, 1-yr., No. 1
2000	Duchess, 1-yr., No. 1
4000	Elvira, 2-yr., No. 1
2000	Elvira, 1-yr., No. 1
1000	Fredonia, 2-yr., No. 1
4000	Fredonia, 1-yr., No. 1
800	Golden Muscat, 1-yr., No. 1
600	Isabella, 1-yr., No. 1
1000	Ives, 2-yr., No. 1
1200	Lindley, 1-yr., No. 1
500	Niagara, 2-yr., No. 1
2000	Niagara, 1-yr., No. 1

6500	Ontario, 1-yr., No. 1
2000	Portland, 1-yr., No. 1
1000	Mo. Reising, 1-yr., No. 1
900	Van Buren, 2-yr., No. 1
600	Van Buren, 1-yr., No. 1
3000	Vergennes, 1-yr., No. 1
300	Worden, 2-yr., No. 1
1500	Worden, 1-yr., No. 1

CURRENTS

450	Diploma, 2-yr., No. 1
750	Diploma, 1-yr., No. 1
350	Red Cross, 2-yr., No. 1
850	Red Cross, 1-yr., No. 1
1000	Red Lake, 2-yr., No. 1
200	Red Lake, 1-yr., No. 1
600	White Grape, 2-yr., No. 1
200	White Grape, 1-yr., No. 1
800	Wildier, 2-yr., No. 1
5000	Wildier, 1-yr., No. 1

1000	Spiraea V. H., 2 to 3 ft.
500	Spiraea V. H., 3 to 4 ft.

RASPBERRIES

20,000	Rodus, No. 1 tips, spring dug.
10,000	Cumberland, No. 1 tips, in storage.
30,000	Cumberland, No. 1 tips, spring dug.
15,000	Shuttleworth, No. 1 tips, in storage.
50,000	Shuttleworth, No. 1 tips, spring dug.

Also 1-yr., No. 2 and lining-out grade in most all varieties.

Write at once for prices.

FOSTER NURSERY CO., Inc.

Fredonia, N. Y.

This will announce the appointment of

Mr. Nelson Turnell

130 Stowe St. Jamestown, N. Y.

Telephone: 4-6942

as wholesale representative of

C. R. BURR & CO., INC.,

in New York state and eastern Ohio.

C. R. BURR & CO., INC.

Manchester,

Conn.

"Growing Since '98"

BLUE SPRUCE LINERS

	Per 1000
2-yr. seedlings, 2 to 3 ins.	\$20.00
3-yr. seedlings, 2 to 5 ins.	30.00
	Per 100
4-yr. transplants, 4 to 6 ins.	\$20.00
5-yr. transplants, 6 to 12 ins.	30.00

We grow 14,000,000 seedlings and transplants per year.

Write for complete list.

MUSSER FORESTS, Inc., Indiana, Pa.

BUNTINGS' NURSERIES, INC., Box 3 Selbyville, Del.

Place your order now for shipment when wanted. All stock listed here can be shipped promptly upon receipt of order. Liberally graded, true to name, best quality stock—offered at attractive prices.

YEARLING PEACH TREES

	Each	Per 10	Per 100
1-in. and up, heavily branched.....	\$1.00	\$8.50	\$75.00
7/8 to 1-in., 6 to 7 ft.....	.85	7.00	60.00
1 1/16 to 7/8-in., 5 to 6 ft.....	.75	6.00	50.00
9/16 to 1 1/16-in., 4 to 5 ft.....	.65	5.00	40.00
7/16 to 9/16-in., 3 to 4 ft.....	.55	4.00	30.00
5/16 to 7/16-in., 2 to 3 ft.....	.45	3.00	20.00
1/4 to 5/16-in., 2 to 3 ft.....	.40	2.50	15.00
Belle of Georgia	Golden Jubilee	Rochester	
Brackett	Greensboro	Shipper's Late	
Carmen	Helehaven	Sunhigh	
Crawford's Early	Heath Cling	Summercrest	
Crawford's Late	J. H. Hale	Triagem	
Early Elberta	O'Boy	Valliant	
Elberta	Red Bird Cling	Vedette	
Gage Elberta	Redhaven	White Hale	
Goldencrest			

APPLE TREES

	2-year Buds	Each	Per 10	Per 100
1-in. and up, heavily branched.....		\$1.05	\$9.00	\$80.00
7/8 to 1-in., 6 to 7 ft.....		.90	7.50	65.00
1 1/16 to 7/8-in., 5 to 6 ft.....		.75	6.00	50.00
9/16 to 1 1/16-in., 4 to 5 ft.....		.65	5.00	40.00
7/16 to 9/16-in., 3 to 4 ft.....		.50	3.80	28.00
5/16 to 7/16-in., 2 to 3 ft.....		.45	3.20	22.00
Anoka	Jonathan	R. I. Greening		
Baldwin	Jonathan, Dbl. Red	Stayman		
Delicious	Lodi	Stayman, Dbl. Red		
Delicious, Dbl. Red	McIntosh	Williams Early Red		
Gravenstein, Red	McIntosh, Dbl. Red	Yellow Delicious		
Grimes Golden	Red Spy	Yellow Transparent		
Hyslop Crab	Rome Beauty	York Imperial		

PEAR TREES

	2-year Buds	Each	Per 10	Per 100
1 1/16-in. and up, 5 to 6 ft.....		\$1.15	\$10.00	\$90.00
9/16 to 1 1/16-in., 4 to 5 ft.....		1.00	8.50	75.00
7/16 to 9/16-in., 3 to 4 ft.....		.85	7.00	60.00
Bartlett	Duchess			
Cayuga	Kieffer			
Clapp Favorite	Seckel			

PLUM TREES

	Each	Per 10	Per 100
1 1/16-in. and up, 5 to 6 ft.....	\$1.15	\$10.00	\$90.00
9/16 to 1 1/16-in., 4 to 5 ft.....	1.00	8.50	75.00
7/16 to 9/16-in., 3 to 4 ft.....	.85	7.00	60.00
5/16 to 7/16-in., 2 to 3 ft.....	.75	6.00	50.00
Abundance	Stanley		
Burbank	Shropshire Damson		
Fellenberg	Red June		

SOUR CHERRY

	Each	Per 10	Per 100
1 1/16-in. and up.....	\$1.25	\$11.00	\$100.00
9/16 to 1 1/16-in.....	1.15	10.00	90.00
7/16 to 9/16-in.....	1.00	8.50	75.00
5/16 to 7/16-in.....	.90	7.50	65.00
Montmorency	Early Richmond		
May Duke	English Morello		

SWEET CHERRY

	Each	Per 10	Per 100
9/16 to 1 1/16-in., 4 to 5 ft.....	\$1.25	\$11.00	\$100.00
7/16 to 9/16-in., 3 to 4 ft.....	1.10	9.50	85.00
5/16 to 7/16-in., 2 to 3 ft.....	.95	8.00	70.00
Black Tartarian	Napoleon		
Governor Wood	Schmidt's Big		
Lambert	Yellow Spanish		

GRAPEVINES

Our Grapes have heavy fibrous root systems, with many lengthy canes at the top. Write for prices on large numbers.

	Each	Per 10	Per 100	Per 1000
CONCORD (blue), CATAWBA (mahogany), NIAGARA (white):				
2-yr., No. 1 grade.....	\$0.25	\$1.75	\$12.00	\$90.00
1-yr., No. 1 grade.....	.20	1.50	9.00	75.00
AGAWAM (red), FREDONIA (black), MOORE'S DIAMOND (white), WORDEN (black):				
2-yr., No. 1 grade.....	.25	2.00	15.00	110.00
1-yr., No. 1 grade.....	.20	1.75	12.00	100.00
CACO (red), CHAMPAGNE (amber), DELAWARE (red), PORTLAND (white):				
2-yr., No. 1 grade.....	.30	2.25	18.00	140.00
1-yr., No. 1 grade.....	.25	2.00	14.00	120.00

ASPARAGUS ROOTS

Our Asparagus roots have made a very good growth this season. We are the largest growers of Asparagus in the country. Write for special prices on large numbers.

Varieties: MARY WASHINGTON, PARADISE

	Per 25	Per 100	Per 250	Per 1000
3-yr., heavy No. 1 grade.....	\$1.25	\$4.00	\$8.25	\$28.00
2-yr., heavy No. 1 grade.....	.75	2.50	4.75	16.00
1-yr., heavy No. 1 grade.....	.60	2.00	3.50	10.00

RHUBARB ROOTS

Varieties: VICTORIA, MYATT'S LINNAEUS

	Per 25	Per 100	Per 250	Per 1000
2-in. cal. and up, forcing grade.....	\$2.75	\$9.50	\$22.50	\$85.00
1 1/2 to 2-in. cal.....	2.00	6.50	15.00	55.00
1 to 1 1/2-in. cal.....	1.50	4.50	10.00	35.00
3/4 to 1-in. cal.....	1.25	3.50	7.50	25.00
1/2 to 3/4-in. cal.....	1.00	2.50	5.00	16.00

BERRY PLANTS, No. 1 grade

	Per 10	Per 25	Per 100	Per 1000
Thorny Boysenberry	\$1.00	\$2.00	\$6.00	\$40.00
Thornless Boysenberry	1.00	2.00	7.00	50.00
Lucretia Dewberry.....	.60	1.25	4.00	30.00
Cumberland Raspberry	1.00	2.00	6.00	45.00
Indian Summer Raspberry	1.00	2.00	7.00	60.00
Latham Raspberry	1.00	2.00	6.00	50.00
St. Regis Raspberry	1.00	2.00	6.00	50.00
Sunrise Raspberry	1.00	2.00	7.00	60.00
Blowers Blackberry	1.00	2.00	6.00	40.00
Eldorado Blackberry	1.00	2.00	6.00	40.00

PRIVET HEDGE PLANTS

Our soil and climatic conditions are ideal for the production of good Privet, and we guarantee our stock to be as well grown and developed in grade as any in this country. Write for special prices on large numbers.

CALIFORNIA PRIVET

(Ligustrum ovalifolium)

	Per 10	Per 100	Per 1000
1 1/2 to 2 ft., 3 canes or more.....	\$0.85	\$ 7.00	\$ 60.00
2 to 3 ft., 4 canes or more.....	1.00	8.50	75.00
3 to 4 ft., 6 canes or more.....	1.50	12.50	110.00

IBOLIUM PRIVET (Ligustrum ibolium)

Can be furnished in exact grades and prices as California Privet listed above.

AMUR RIVER NORTH PRIVET

(Ligustrum amurense)

	Per 10	Per 100	Per 1000
1 1/2 to 2 ft., 3 canes or more.....	1.00	8.50	75.00
2 to 3 ft., 4 canes or more.....	1.40	12.00	105.00
3 to 4 ft., 6 canes or more.....	1.80	16.00	145.00

FREE PACKING FOR CASH WITH ORDER. Our Spring, 1948, Wholesale List offers a complete line of nursery stock. If you did not receive a copy, write us today. When requesting wholesale rates, kindly use your printed stationery. If interested in large lots, kindly submit your list of requirements for special consideration.

of the white-fringed beetle are eliminated.

Resolved, that we commend our state entomologist, Prof. W. A. Price, for his valiant fight to prevent the entrance of the white-fringed beetle into Kentucky, approve his methods and pledge our wholehearted support in this effort.

L. C. BOBBINK CITED.

Lambertus C. Bobbink, president of Bobbink & Atkins, East Rutherford, N. J., was the recipient of a citation for distinguished service to New Jersey agriculture which was presented by W. H. Allen, state secretary of agriculture, on behalf of the state board of agriculture before the farmer delegates attending the New Jersey state agricultural convention January 27 at Trenton. One of four persons to be so honored, Mr. Bobbink was given the award for his contributions to the nursery and greenhouse industries.

An acknowledgment of appreciation appears together with a photograph of Mr. Bobbink in a booklet entitled "Citations," which was prepared by the state department of agriculture for the occasion. The citation to Mr. Bobbink reads in part: "We are proud to honor you as an ardent pioneer who has contributed so much to your adopted state. To your vision and perseverance are credited the establishment and success of many new enterprises devoted to the propagation of improved roses in both volume and variety."

Now observing its fiftieth anniversary, the firm of Bobbink & Atkins operates approximately 300,000 square feet of greenhouses and more than 500 acres of nursery stock.

Born in Holland nearly eighty-two years ago, Mr. Bobbink served apprenticeships with nurserymen in Holland, Germany, France and England before coming to the United States in 1894 as a salesman for a syndicate of Dutch nurserymen. In 1895 he started a small nursery of his own near his present location at East Rutherford, and in 1898 the partnership of Bobbink & Atkins was formed with F. L. Atkins, who died in 1930.

Mr. Bobbink has been active in trade associations. In 1945 he was awarded a citation for distinguished service to horticulture by the New Jersey Association of Nurserymen, and a bronze plaque dedicated in 1939 at the New York Botanical Garden honored Mr. Bobbink "as the man who more than any other is believed responsible for the widespread and successful culture of roses in America today."

SPECIMEN EVERGREENS

In Landscape Sizes

	In lots of	
	5 to 24	Over 25
<i>Ilex crenata bullata (convexa)</i> , 15 to 18 ins.	\$2.40	\$2.15
<i>Ilex crenata bullata (convexa)</i> , 18 to 24 ins.	3.00	2.75
<i>Juniperus chinensis pfitzeriana</i> , 18 to 24 ins.	2.25	2.00
<i>Juniperus chinensis pfitzeriana</i> , 24 to 30 ins.	3.00	2.75
<i>Juniperus chinensis pfitzeriana</i> , 30 to 36 ins.	3.75	3.50
<i>Taxus cuspidata</i> , 15 to 18 ins.	2.50	2.25
<i>Taxus cuspidata</i> , 18 to 24 ins.	3.25	3.00
<i>Taxus cuspidata</i> , 24 to 30 ins.	4.50	4.25
<i>Taxus cuspidata</i> , 30 to 36 ins.	5.75	5.50
<i>Taxus cuspidata</i> , 36 to 42 ins.	7.50	...
<i>Taxus media browni</i> , 15 to 18 ins.	3.00	2.75
<i>Taxus media browni</i> , 18 to 24 ins.	3.75	3.50
<i>Taxus media hicksii</i> , 15 to 18 ins.	2.50	2.25
<i>Taxus media hicksii</i> , 18 to 24 ins.	3.30	3.00
<i>Taxus media hicksii</i> , 24 to 30 ins.	4.40	4.00

We specialize in *Taxus* in finished sizes and do not ration the amount sold to a customer. Nor do we require you to purchase other plant material with your order for *Taxus*.

All stock is exceptionally heavy. We are not in the Japanese Beetle Zone, and stock is absolutely clean. Your inspection welcomed.

THORNTON NURSERIES

Route 18, East Side

Conneaut Lake, Pa.

We Offer for Immediate Delivery

GRAPEVINES

20 varieties, both 1-year and 2-year sizes, with special offers on quantity lots of Concord, Niagara, Fredonia, Portland and Catawba.

CURRANTS

Red Lake, Cherry and President Wilder.

PURPLE RASPBERRIES

Sodus, Marion and Columbian, No. 1 tips.

LINING-OUT MATERIAL

All common varieties of small fruits.

Every plant graded to our high standard. Let us quote on your small fruit requirements.

H. E. CONGDON NURSERY

NORTH COLLINS, N. Y.

J & P

EVERGREENS
SHADE TREES

SHRUBS, VINES
HEDGE PLANTS, etc.

In good assortment.

Jackson & Perkins Co.
NEWARK, NEW YORK STATE

LANDSCAPE MATERIAL

for Spring, 1948

Best assortment in Hyb. Rhododendrons, Red Maples, Magnolias, *Taxus*, Evergreens, Shrubs, etc.

Write for list.

Jap. Beetle Zone only. No shipping.

DEERFIELD NURSERIES

Deerfield St. P. O., N. J.

BARBERRY SEEDLINGS

Per 1000

3 to 6 ins.	\$ 7.00
6 to 9 ins.	10.00
9 to 12 ins.	15.00

2-yr. Sdgs.

10 to 12 ins., br.	20.00
12 to 15 ins., br.	30.00

*Red Barberry in 2-yr. sdgs., \$10.00 per 100 higher, 10% or more on all grades in less than 1000 lots. Order early; limited quantity.

LUTHER P. CREASY NURSERIES,
Catwissa, Pa.

New Miracle Insecticide!
VAPOTONE
REG. U.S. PAT. OFF.
SPRAY
KILLS RED SPIDER
and APHIS

Greenhousemen are cutting costs... saving plants... getting such sensational results as these with VAPOTONE Spray (manufactured exclusively by California Spray-Chemical Corp.)

HAVE YOU ever figured up how much profit you're being robbed of by spiders, mites, aphids and thrips?

Here's great news: *VAPOTONE* kills Red Spider and Aphids, also Mealybugs. And *VAPOTONE* can give you effective control—*fast!* Field reports show *VAPOTONE*'s excellent killing power against pests on greenhouse plants within a few hours after application.

Take Mealybugs, for instance: Mealybugs have been killed up to 75% by one treatment

on gardenias under glass. In a recent treatment against Mealybugs, a repeat treatment after 48 hours showed a control of better than 99%.

Get the money-saving facts!

VAPOTONE Spray is manufactured exclusively by California Spray-Chemical Corp. and is available on order from any of the District Offices listed below.

CALIFORNIA SPRAY-CHEMICAL CORP., Richmond and Whittier, California; Portland, Oregon; Kansas City, Missouri; Dallas, Texas; Orlando, Florida; Elizabeth 2, New Jersey.



Southern Shade Tree Conference

By Lewis G. Scoggin, President

The eighth annual Southern Shade Tree Conference was held January 26 to 28 at the Hotel New Orleans, New Orleans, La., with headquarters at the Roosevelt hotel. The inclement weather which prevailed throughout the south was blamed for a registration of only thirty delegates and a few guests, except at the banquet, which fifty-five persons attended.

George S. Langford, department of entomology, University of Maryland, College Park, was elected president for the coming year; H. S. Newins, school of forestry, University of Florida, Gainesville, was elected vice-president, and Rodney P. True, United States Department of Agriculture, Lake City, Fla., was elected secretary-treasurer.

President Lewis G. Scoggin, Florida park service, Tallahassee, called to order the first morning session January 26. George Douglass, secretary of the Audubon park commission, introduced Major Shuring, who represented Mayor Delesseps Morrison of New Orleans and delivered the address of welcome. George H. Hep-ting, senior pathologist, bureau of plant industry, soils and agricultural engineering, United States Department of Agriculture, Asheville, N. C., and past president of the Southern Shade Tree Conference, responded on behalf of the members. The president's report, which was read by Lewis G. Scoggin, concluded the session.

After the luncheon, the meeting was resumed with a symposium on insecticides conducted by C. E. Smith, agricultural center, University, La., in the absence of John T. Creighton, head of the department of entomology, University of Florida, Gainesville. "Trends in Insecticidal Developments—New Insecticides" and "The Commercial Preparation and Distribution of Insecticides," which were to have been presented, respectively, by Mr. Creighton and Horace W. Lee, Tallulah, La., were considered in an open discussion later in the program. I. J. Becnel, agricultural experiment station, University, La., spoke on "Formulations of Insecticides" and "Research Needed Pertaining to New Insecticides," and C. E. Smith discussed "The Place of New Insecticides in the Control of Pests of Economic Importance on Southern Shade Trees and Ornamental Plants." The informality of the program created a spirit of good-fellowship and promoted an exchange of

ideas and theories which were both valuable and stimulating.

The remainder of the program was devoted to an inspection of exhibits of small equipment, pictures and literature in the meeting room.

An article in the New Orleans Times-Picayune regarding street trees versus street paving received the attention of the group at the opening session January 27. Conference members had a ready answer to the editorial and stated it in positive terms to the reporter who attended the morning session. The point was made that a city may have both good paving and shade trees; it is not a matter of choosing between them. It was also brought out that it is impossible for trees to take enough water from the soil under pavements to cause a sinking action, which was the assumption upon which the editorial's criticism was based. The members particularly resented the inference that all people engaged in tree care are quacks.

Illustrating his talk with colored slides, R. Joseph Kowal, entomologist in charge, forest insect investigations, United States Department of Agriculture, Gulfport, Miss., ably discussed "Insect Enemies of Shade Trees in the Southeast."

Following Mr. Kowal's talk, the meeting was adjourned, and members were conducted on a tour of the city parks of New Orleans. The city park commission, the Audubon park commission and the New Orleans parkway commission were hosts at a sumptuous luncheon in Audubon park, which featured three sea food bars where shrimps, crawfish, crabs, oysters and appetizers were served and a handsome table was laden with barbecued chicken with all the trimmings.

Gen. Allison Owen, president of the New Orleans Parkway Commission, was guest speaker at the excellent banquet, which was held in the evening at Antoine's restaurant in the French Quarter.

The final session, Wednesday, January 28, was opened with a business meeting at which reports of the secretary-treasurer were read. The committee on constitution and bylaws reported that the constitution and bylaws would be amended according to its report.

Resuming the program, Ralph M. Lindgren, senior pathologist, division of forest pathology, bureau of plant industry, soils and agricultural engineering, United States Department of Agriculture, New Orleans, read

LINING-OUT EVERGREENS

	Per 100	Per 1000
<i>Juniperus horizontalis plumosa</i> (Andorra Juniper), 2-yr., from 2 1/2-in. rose pots.....	\$20.00	\$175.00
<i>Picea glauca densata</i> (Black Hill Spruce), 6 to 8 ins., xx, seedlings.....	22.50	200.00
9 to 12 ins., xx, seedlings.....	27.50	250.00
12 to 15 ins., xx, seedlings.....	32.50	.....
<i>Taxus capitata</i> (Upright Yew), 6 to 8 ins., 2 yr., from 2 1/2-in. rose pots.....	40.00	375.00
9 to 12 ins., xxx, 3-yr., from open beds.....	100.00	900.00
12 to 15 ins., xxx, 3-yr., from open beds.....	150.00	1250.00
15 to 18 ins., xxx, 3-yr., from open beds.....	185.00	1750.00
<i>Taxus cuspidata</i> (Spreading Yew), 2-yr., from 2 1/2-in. rose pots.....	25.00	225.00
9 to 12 ins., xx, 3-yr., from open beds.....	40.00	375.00
<i>Taxus cuspidata intermedia</i> (Intermediate Yew), 2-yr., from 2 1/2-in. rose pots.....	25.00	225.00
<i>Taxus cuspidata thayerae</i> (Thayer's Yew), 2-yr., from 2 1/2-in. rose pots.....	25.00	225.00
<i>Taxus media andersoni</i> (Anderson Yew), 2-yr., from 2 1/2-in. rose pots.....	25.00	225.00
<i>Taxus media browni</i> (Brown's Yew), 2-yr., from 2 1/2-in. rose pots.....	25.00	225.00
<i>Taxus media hicksi</i> (Hicks' Yew), 2-yr., from 2 1/2-in. rose pots.....	25.00	225.00
6 to 9 ins., xx, 3-yr., from open beds.....	32.00	300.00
<i>Taxus media</i> (Anglojap Yew), 2-yr., from 2 1/2-in. rose pots.....	25.00	225.00
50 at 100 rate.	300 at 1000 rate.	
All prices F.O.B. Milwaukee.		Packing at cost.

Write for price lists.

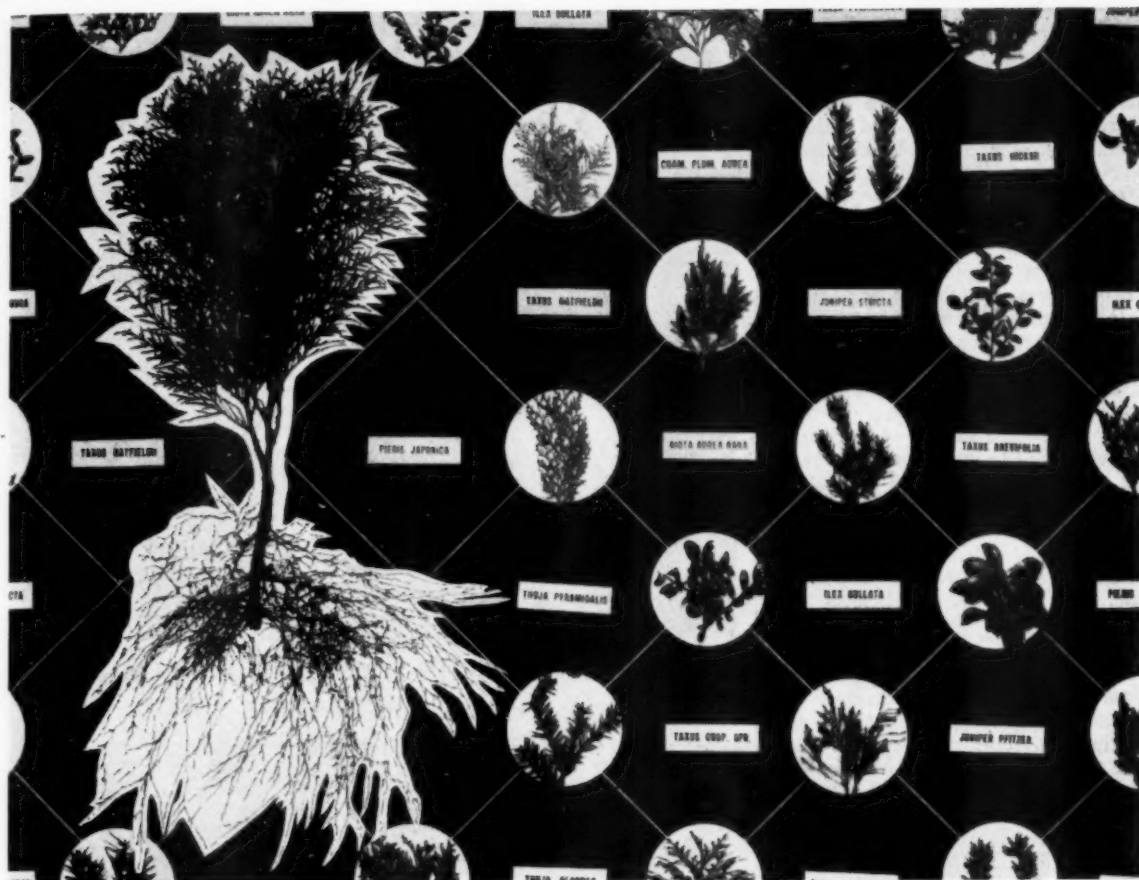
BROWN DEER NURSERIES

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P. O. Box 1747

HOLTON & HUNKEL CO.

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KOSTER NURSERY

BRIDGETON

NEW JERSEY

520,000 LINERS

Symbolizing our continuous and increasing production, the illustration shows a typical one-year liner of Thuja Pyramidalis, together with some of the items we grow. WE HAVE

AVAILABLE FOR SPRING SHIPMENT

70,000 ONE-YEAR and 31,000 TWO-YEAR LINERS in TAXUS and EVERGREENS
ALL FIRST-CLASS STOCK

Production this year, cuttings and grafts.....520,000
Production scheduled for next year.....650,000

WE SPECIALIZE IN PROPAGATION.

JAMES S. WELLS, Manager.

a paper on "Some Diseases Affecting Southern Shade and Ornamental Trees." Paul E. Tilford, Ohio state agricultural experiment station, Wooster, secretary-treasurer, National Arborist Association, and editor of the National Shade Tree Conference publication, read a paper on "The Chemical Control of Woody Underbrush on Utility Rights of Way," which had been prepared by Alex C. McRae,

president, Carolina Tree Service, Inc., Shelby, N. C., and George H. Hep-
ting discussed "The Propagation of Wilt-resistant Mimosa Trees."

A few of the delegates who remained at New Orleans after the adjournment of the meeting at noon made a trip to the Chalmette National Monument and the Pakenham oaks, located south of New Orleans on the Mississippi river.

GEORGE E. CACKETT has started the Susquehanna Valley Nursery at 104 Main street, Binghamton, N. Y., and will do landscaping.

JOHN F. MUSICK is now operating the nursery of the late H. Schrader, at 3316 Twenty-first avenue, Rock Island, Ill., as the John F. Musick Nursery.

STORRS & HARRISON SOLD TO BANK AT AUCTION.

Thursday morning, January 29, the end came, by way of a federal court auctioneer's chant and falling hammer, to the Storrs & Harrison Nurseries, Inc., Painesville, O.

In years past one of the greatest of the large nurseries, it was sold in a trustee's sale to satisfy creditors. Bidding was dissipated among the 100 or so persons on hand. Beginning at 11 a. m. and winding up seven hours later, Auctioneers Ralph Rosen and Irving Oppenheim, of Rosen & Co., Cleveland, called for bids on several thousand different items. These included a variety of land parcels estimated to be about 350 acres, the nursery growing stock appraised at \$150,000, the greenhouses and their contents believed to be worth more than \$150,000, a 1,507-locker frozen food plant, farm tools and tractors, office furniture and fixtures.

For assets appraised at \$569,000, the Bank of Ohio entered a \$215,000 bulk bid to protect its mortgage. The same assets, reoffered piecemeal in about 2,200 groups, brought bids so nearly equivalent to the bulk bid that the final results were not known for several days. Among the major bids was one of \$15,000 for the greenhouses exclusive of their contents by Joseph L. Martin, Painesville, and one of \$2,500 for the contents of the greenhouses by Shaw-Baltich Florists, Cleveland.


The Bank of Ohio, with its bulk bid of \$215,000, was later confirmed as the successful bidder. Whether the name of Storrs & Harrison will continue is in doubt. It is believed that the bank will sell the nursery but operate the frozen food plant.

Reuben F. Emsley, Painesville, 73 years old, was watering house after house of potted plants on the day of the auction. He was hired by William Storrs fifty-four years ago. His son, Mark C. Emsley, is sales manager of the company, and another son, Gordon B. Emsley, is general manager. O. R. Brewster is nursery manager.

Hard luck during the past decade contributed to the failure of the firm, which was unable to recover completely after the depression. Ownership changed four times in the past ten years. Winds blew poisonous gases from near-by war factories over young plants, once fertile soil deteriorated and a fire three years ago destroyed a 3-story building. The war-time diversion of labor was only a final blow.

The Storrs & Harrison Nurseries, Inc., was started in 1854 by Jesse

YOUR PROFITS GROW IN VERHALEN PLANTS



VONEHRON JUNIPER GROWN PYRAMIDAL

Constant rich green color.

Full bodied—many times sheared.

Suitable for specimens or hedges.

Available in quantity.

3 to 4 ft.	\$3.00	4 to 5 ft.	\$3.50
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Prices for 50 or more. F.O.B. Scottville.

VERHALEN NURSERY COMPANY

SCOTTSVILLE, TEXAS

ROSEBUSHES

In refrigerated storage.

Bare root or Packs

ARP

NURSERY CO.

TYLER, TEXAS

PECAN TREES

Commercial grove or landscape.

Wholesale Catalog

SPRING SHIPMENT, OR 1949 CONTRACT PRODUCTION.

DAPHNE CNEORUM

(Rooted Divisions)

100 divisions	\$ 6.00
500 divisions	25.00
1000 divisions	50.00

EDEN NURSERIES

Eden, N. Y.

ONE-YEAR CUTTINGS

Per 100 Per 1000

<i>Ligustrum ovalifolium</i> , 18 to 24 ins.	\$2.50	\$22.00
<i>Forsythia spectabilis</i> , 18 to 24 ins.	3.50	30.00

VAN HOF NURSERIES

Vlew Ave. Middletown, R. I.

Storrs and J. J. Harrison and at one time owned 1,500 acres and planted many more. About 300 workers were employed in the growing season in former years.

Events culminating in the public auction of the firm go back to 1940 when the late Willard C. Harrison, son of the founder, and former president and general manager of the firm, sold the entire estate to M. M. Gardner, Cleveland, and through him it was transferred to the Industrial Rayon Corp., Painesville. In a matter of

weeks the main nursery area was sold to Fred W. Ramsey, retired industrialist, who gave the business to his sons. The rayon plant leased about 800 acres of its property to the Ramsey brothers. In 1942 Lester Dean, Grand River Orchards, Geneva, and Robert Warren, Miller Realty Co., Geneva, bought the nursery from the Ramseys and reformed the corporation. The present owners, pending court action, are a group of twenty-seven stockholders, headed by Lloyd F. Loux, a Cleveland attorney.

SPRING LINING-OUT EVERGREENS

Heavy-rooted Transplants

Juniperus Bar Harbor	Per 100
150 8 to 10 ins., XX, fr.....	\$25.00
150 10 to 12 ins., XX, fr.....	27.50
100 12 to 15 ins., XX, fr.....	30.00
Juniperus Chinensis Hetzi	
2000 4 to 6 ins., X, fr.....	30.00
1000 6 to 8 ins., X, fr.....	35.00
1000 8 to 10 ins., XX, fr.....	45.00
500 10 to 12 ins., XX, fr.....	55.00
500 12 to 15 ins., XX, fr.....	65.00
Juniperus Chinensis Pfitzeriana	
2000 8 to 10 ins., X, 2-in. pots.	35.00
1500 4 to 6 ins., X, fr.....	25.00
1500 6 to 8 ins., X, fr.....	27.50
1000 8 to 10 ins., XX, fr.....	32.50
2000 10 to 12 ins., XX, fr.....	35.00
400 12 to 15 ins., XX, fr.....	45.00
Juniperus Horizontalis Plumosa (Andorra)	
500 4 to 6 ins., X, fr.....	15.00
1000 6 to 8 ins., X, fr.....	17.50
700 8 to 10 ins., XX, fr.....	20.00
2000 10 to 12 ins., XX, fr.....	22.50
500 12 to 15 ins., XX, fr.....	25.00
200 15 to 18 ins., XX, fr.....	27.50
Juniperus Sabina Horizontalis (Prostrate Blue)	
100 6 to 8 ins., X, fr.....	22.50
100 8 to 10 ins., XX, fr.....	25.00

Juniperus Sabina Horizontalis (Glauc)	Per 100
500 6 to 8 ins., X, fr.....	\$25.00
750 8 to 10 ins., XX, fr.....	27.50
500 10 to 12 ins., XX, fr.....	30.00
500 12 to 15 ins., XX, fr.....	32.50
500 15 to 18 ins., XX, fr.....	35.00
Picea Albertiana	
800 9 to 12 ins., XX, fr.....	27.50
200 12 to 15 ins., XX, fr.....	32.50
Picea Pungens Glauc	
800 9 to 12 ins., XX, fr.....	40.00
400 12 to 15 ins., XX, fr.....	50.00
Taxus Cuspidata	
500 4 to 6 ins., X, fr.....	22.50
1000 6 to 8 ins., X, fr.....	30.00
1000 8 to 10 ins., XX, fr.....	40.00
200 10 to 12 ins., XX, fr.....	50.00
Taxus Cuspidata Capitata	
200 4 to 6 ins., X, fr.....	30.00
100 6 to 8 ins., X, fr.....	40.00
100 8 to 10 ins., XX, fr.....	50.00
100 10 to 12 ins., XX, fr.....	60.00
Taxus Intermedia	
450 4 to 6 ins., X, fr.....	35.00
450 6 to 8 ins., X, fr.....	40.00

Taxus Media Hicksi	Per 100
500 4 to 6 ins., X, fr.....	\$25.00
500 6 to 8 ins., X, fr.....	35.00
500 8 to 10 ins., XX, fr.....	40.00
300 10 to 12 ins., XX, fr.....	50.00
Thuja Occidentalis Globosa	
500 4 to 6 ins., X, fr.....	20.00
500 6 to 8 ins., X, fr.....	22.50

TERMS: NET CASH WITH ORDER. PACKING FREE.

All stock is guaranteed to have well developed roots and be strong and healthy.

Orders will be filled in turn as received while our stocks last.

All orders are accepted upon the condition that they shall be void should any injury befall the stock from causes over which we have no control.

An order for 25 of the same variety and size sold at the 100 rate.

Minimum order 100 plants.

Orders for Pfitzer or Hetzi Junipers must include proportionate amounts of other items offered.

X—Once transplanted

XX—Twice transplanted

ELMHURST NURSERIES, Inc.

York and Roosevelt Rds.

Elmhurst, Ill.

EMIL H. MARTENS, Mgr.

TED W. SMITH, Pres.

As a result of the new corporation many improvements were made in the nursery. Soon, however, the company was forced to borrow. In view of a federal regulation prohibiting bank loans of more than \$100,000, the Bank of Ohio requested and received authorization to split the loan with the RFC. Each placed \$106,000 to meet the requirements of the nursery. Failing to meet the mortgage, the nursery was foreclosed by the bank June 12, 1947. A protest by the stockholders brought the appointment of Mr. Mann as federal trustee December 12, 1947, by Federal Judge E. B. Freed, Cleveland.

Storrs & Harrison Nurseries, Inc., has a suit pending in the federal court against the RFC, charging that during the war the RFC-owned factory of the Diamond Magnesium Co. near the nurseries destroyed \$655,000 worth of growing stock by the release of poisonous fumes. This suit was set for hearing last month. It was pointed out that the bank, as new owner, might drop the suit on condition that the RFC loan be canceled.

Industrial factories including the Diamond Alkali Co., the Industrial Rayon Corp. and the Glenn L. Martin Co. now occupy land once owned by the Storrs & Harrison Nurseries, Inc., on the lake shore.

EVERGREENS

Northern-grown

Canadian Hemlock, Am. Arborvitae, Balsam Fir

	Per 100	Per 1000
2 to 4 ins., sdgls...	\$ 0.80	\$ 5.00
3 to 6 ins., sdgls...	1.20	8.00
6 to 9 ins., sdgls...	2.00	12.00
9 to 12 ins.....	5.00	35.00
12 to 18 ins.....	7.00	50.00
18 to 24 ins.....	20.00	.....

Freshly collected. Well rooted. Puddled and packed in sphagnum moss.

Orders filled in order received.

WILLIAM CROSBY HORSFORD
CHARLOTTE, VT.

LINING-OUT STOCK

OUR SPECIALTY....

Shade Tree Whips . . . a timely finished product saving 2 to 4 yrs.' growing effort . . . excellent variety.

A very complete line of
ORNAMENTAL TREES, SHRUBS
and EVERGREEN SHRUBS,
including many scarce items.

THOMAS B. MEEHAN CO.
DRESDEN, PA.

50,000

LIGUSTRUM OVALIFOLIUM

Vigorous healthy stock.

Excellent root system.

2-year plants cut back last winter.

	Per 1000
18 to 24 ins., 4 to 5 canes.	\$ 50.00
2 to 3 ft., 5 to 8 canes.	75.00
3 to 4 ft., 5 to 8 canes and more.....	100.00

HENRY F. BOSENBERG

Livingston Ave., R.F.D. No. 4
New Brunswick, N. J.

TAXUS in variety

2-year bed-grown, 6 to 9 ins.

Ready now.

\$25.00 per 100; \$225.00 per 1000.

LILACS, French Hybrids

Best single and double varieties.

Ready now.

\$25.00 per 100; \$225.00 per 1000.

DEERFIELD NURSERIES

Deerfield Street P. O., N. J.

LINING-OUT STOCK

Northern-grown Seedlings and Transplant Stock Grown from Certified Seeds.

WE GROW 14,000,000 TREES PER YEAR.

SCOTCH PINE

2-yr. Sdigs. (2-0), 2 to 4 ins. Per 100 Per 1000
\$ 7.00 \$ 35.00

WHITE PINE

2-yr. Sdigs. (2-0), 2 to 3 ins. 6.00 30.00
3-yr. Sdigs. (3-0), 3 to 6 ins. 9.00 45.00

BANKS PINE

2-yr. Sdigs. (2-0), 2 to 6 ins. 4.00 20.00
3-yr. Sdigs. (3-0), 3 to 14 ins. 6.00 30.00

SPECIAL AMERICAN RED PINE

3-yr. Trans. (2-1), 3 to 6 ins. 14.00 70.00
4-yr. Trans. (2-2), 6 to 12 ins. 18.00 90.00

PITCH PINE

2-yr. Sdigs. (2-0), 3 to 8 ins. 3.00 15.00
3-yr. Sdigs. (3-0), 8 to 12 ins. 4.00 20.00

MUGHO PINE

2-yr. Sdigs. (2-0), 2 to 4 ins. 5.00 25.00

DOUGLAS FIR

3-yr. Sdigs. (3-0), 2 to 4 ins. 8.00 40.00
3-yr. Trans. (2-1), 2 to 5 ins. 15.00

BALSAM FIR

2-yr. Sdigs. (2-0), 2 to 3 ins. 6.00 30.00
3-yr. Sdigs. (3-0), 3 to 5 ins. 9.00 45.00

3-yr. Trans. (2-1), 2 to 4 ins. 15.00
6-yr. Trans. (4-2), 6 to 10 ins. 20.00

BLACK HILLS SPRUCE

2-yr. Sdigs. (2-0), 2 to 3 ins. 3.00 15.00
3-yr. Sdigs. (3-0), 2 to 5 ins. 4.00 20.00

NORWAY SPRUCE

2-yr. Sdigs. (2-0), 2 to 5 ins. 7.00 40.00
3-yr. Trans. (2-1), 3 to 6 ins. 14.00 70.00

Well Branched

4-yr. Trans. (2-2), 8 to 16 ins. 18.00 90.00

Well Branched

8-yr. Twice Trans. (3-3-2), 14 to 18 ins. 50.00 Lots of 10 at 100 rate

8-yr. Twice Trans. (3-3-2), 18 to 24 ins. 75.00

Exceptionally Well Branched

WHITE SPRUCE

3-yr. Sdigs. (3-0), 2 to 5 ins. 8.00 40.00

COLORADO BLUE SPRUCE

2-yr. Sdigs. (2-0), 2 to 3 ins. 4.00 20.00
3-yr. Sdigs. (3-0), 3 to 5 ins. 6.00 30.00

4-yr. Trans. (2-2), 4 to 6 ins. 20.00
5-yr. Trans. (3-2), 6 to 12 ins. 30.00

Well Branched

ENGELMANN BLUE SPRUCE

2-yr. Sdigs. (2-0), 2 to 3 ins. 3.00 15.00
3-yr. Sdigs. (3-0), 2 to 4 ins. 4.00 20.00

CANADIAN HEMLOCK

3-yr. Sdigs. (3-0), 3 to 6 ins. 10.00 50.00
4-yr. Sdigs. (4-0), 6 to 12 ins. 16.00 80.00

6-yr. Trans. (4-2), 8 to 14 ins. 35.00
7-yr. Trans. (3-4), 10 to 15 ins. 50.00

8-yr. Twice Trans. (3-3-2), 12 to 18 ins. 75.00 Lots of 10 at 100 rate

CAROLINA HEMLOCK

3-yr. Sdigs. (3-0), 3 to 6 ins. 10.00
4-yr. Sdigs. (4-0), 6 to 12 ins. 15.00

AMERICAN ARBORVITAE

3-yr. Sdigs. (3-0), 3 to 5 ins. 8.00 40.00
4-yr. Sdigs. (4-0), 5 to 10 ins. 10.00 50.00

4-yr. Trans. (3-1), 4 to 6 ins. 15.00
5-yr. Trans. (3-2), 6 to 12 ins. 20.00

BARBERRY

2-yr. Sdigs. (2-0), 5 to 10 ins. 4.00 20.00
4-yr. Sdigs. (4-0), 10 to 18 ins. 10.00

EUROPEAN LARCH

2-yr. Sdigs. (2-0), 4 to 10 ins. 6.00 30.00

PFITZER JUNIPER (Compact)

Grown in 2 1/2-in. Pots. 6 to 8 ins. 60.00

JAPANESE YEW

(Taxus) TRANSPLANTS Grows in full sun or full shade—May be ordered in lots of 10 at 100 rate.

Spreading Cupidata, 6 to 10 ins. 60.00
Spreading Cupidata, 8 to 12 ins. 95.00

Spreading (Dwarf, Berrying), 8 to 12 ins. 75.00

Columnar Hicksi, 6 to 10 ins. 60.00
Upright Capitata, 4 to 6 ins. 50.00

Upright Capitata, 6 to 8 ins. 60.00

Write today for Complete Stock List and Christmas Tree Growers' Booklet.

MUSSER FORESTS, INC.
INDIANA, PA.

PLANT NOTES.

[Continued from page 26.]

sence of really moist conditions, I have grown it in as moist soil as was possible in shade with satisfactory results. But I have seen it in continuously moist places where it was more luxurious, longer-flowering and generally better in every way. It is said to be at home in a bog. This all adds up to a good landscape plant, especially if it is placed where its architectural lines can be seen and appreciated.

Organic Matter.

I have been observing an experiment for the past three years on different forms of organic matter in the culture of delphinium. As is well known to all growers who have a sandy soil with which to contend (perhaps to bless them would be better under most circumstances), delphinium needs an abundance of organic matter for best results. Happy is the plant with plenty of good rotted manure, for that is perhaps the best way to incorporate organic matter in the soil for most plants. In the experiment mentioned, leaf mold was the best material used, being far better than imported peat moss, which is often recommended.

Viola Pedata.

A reader asks how to propagate the bird's-foot violet from cuttings. The reply in part is included here with the thought that it may be of aid to others. The work should be done preferably in late fall, although it may be postponed into winter if the plants are available then. Cut the thickest roots into one-inch lengths, planting them upright in furrows. Then place the flats in a coldframe and cover them with leaves and finally with sash so that they may be brought indoors by the first of March, or they may be left out until spring if indoor growing conditions are not available in winter. Best results here in northern Michigan have been obtained with the use of a light sandy soil, decidedly on the acid side. The tops of the cuttings are covered with about a quarter of an inch of soil. The propagating house should be on the cool side (45 degrees is good). Leaf growth should show within a month.

Hart's-tongue Ferns.

To the great loss of American gardeners, the hart's-tongue fern, *Scolopendrium vulgare*, has been almost completely ignored by nurserymen and gardeners. On the other side of the Atlantic there has long been a sort of cult of the hart's-tongues, some gardeners boasting hundreds of forms

Northern-grown LINING-OUT STOCK

	Per 100	Per 1000
Azalea rosea, 1 to 2 ft.	\$15.00	.....
Clethra alnifolia, 1 to 2 ft.	5.00	\$45.00
Betula papyrifera, 6 to 12 ins.	4.00	35.00
Betula papyrifera, 1 to 2 ft.	6.00	50.00
Ilex verticillata, 1 to 2 ft.	5.00	40.00
Syringa vulgaris, 1 to 2 ft.	6.00	50.00
Viburnum cassinoides, 1 to 2 ft.	6.00	50.00
Viburnum lentago, 1 to 2 ft.	6.00	50.00

EVERGREENS

	Per 100	Per 1000
Abies balsamea, 4 to 8 ins., seedlings.	\$5.00	\$30.00
8 to 12 ins., seedlings.	8.00	60.00
Pinus strobus, 4 to 8 ins., seedlings.	4.00	25.00
8 to 12 ins., seedlings.	5.00	40.00
Tsuga canadensis, 4 to 8 ins., seedlings.	4.00	25.00
8 to 12 ins., seedlings.	5.00	40.00

All this stock is first-quality, collected material.

Send for complete list of Hardy Native Ferns, Lilies, Orchids, Wild Flowers, Trees, Shrubs and Evergreens.

ISAAC LANGLEY WILLIAMS
P. O. BOX 352 EXETER, N. H.

To New England Nurserymen BIG TREES MOVED

We can subcontract those big trees for you. Equipment to move up to a 16-foot ball.

HENDERSON & HERNDON TREE CO.
9 Story Ave. Beverly, Mass.
Telephone: Bev. 957

ORNAMENTAL VINES

Ampelopsis veitchi, 2-yr., 1 fld.
Celastrus scandens, 2-yr., 1 fld.
Clomatis paniculata, 2-yr., 1 fld.
Polygonum auberti, No. 1
Polygonum auberti, Medium, fld.
Scarlet Trumpet Honeysuckle, No. 1 fld.
Write for prices.

JAMES I. GEORGE & SON
Growers
Fairport, N. Y.

Trees, Evergreens, Shrubs Fruit Trees

Write For Our Wholesale Trade List
W. - T. Smith Corporation
Telephone 2689 GENEVA, N. Y.

Zephyr

HILL NURSERIES AGAIN BRING YOU
A FINE FULL STOCK OF EVERGREENS
AT AMAZINGLY LOW PRICES!

Austrian Pine, 4 to 5 ft.....	\$2.25
Black Hills Spruce, 2 to 3 ft.....	1.95
Boxwood, 15 to 18 ins.....	.80
Burk Juniper, 3 to 4 ft.....	2.90
Burk Juniper, 4 to 5 ft.....	3.90
Canaert Juniper, 3 to 4 ft.....	3.40
Canaert Juniper, 4 to 5 ft.....	3.90
Columnaris Glauca Jun., 3 to 4 ft....	3.50
Columnaris Glauca Jun., 4 to 5 ft....	3.90
Globe Juniper, 18 to 24 ins.....	1.75

Hamlock, 3 to 4 ft.....	\$3.50
Hill Juniper, 3 to 4 ft.....	2.50
Hill Juniper, 4 to 5 ft.....	3.50
Irish Juniper, 3 to 4 ft.....	1.75
Irish Juniper, 4 to 5 ft.....	2.50
Juniperus Japonica, 18 to 24 ins....	2.40
Meyer Juniper, 18 to 24 ins.....	2.25
Mugho Pine, 18 to 24 ins.....	2.00
Mugho Pine, 24 to 30 ins.....	2.25
Pfitzer Juniper, 2 to 3 ft.....	2.90
Pfitzer Juniper, 3 to 4 ft.....	3.40

Pyramidal Juniper, 2 to 3 ft.....	\$1.75
Pyramidal Juniper, 3 to 4 ft.....	4.00
Pyramidal Jun. (heavy specimens), 4 to 5 ft.....	4.25
Scotch Pine, 4 to 5 ft.....	2.25
Stricta Juniper, 18 to 24 ins.....	1.80
Stricta Juniper, 24 to 30 ins.....	2.75
Stricta Juniper, 30 to 36 ins.....	3.40
Virginiana Glauca Jun., 4 to 5 ft....	3.50
Von Ehron Juniper, 3 to 4 ft.....	2.85

This splendid list of specimen Evergreens results from heavy plantings during war years. All stock is well sheared and in excellent condition. Propagating and growing our own nursery stock, under rigid economy, enable us to offer these low prices with a handsome profit opportunity for you.

Prices are for first-grade stock. Other grades available as well as other Evergreens and Shrubs. We suggest that you see stock at nursery and arrange for shipping. Prices are cash, and for stock in the field; digging approximately 15% additional.

Zephyr

HILL NURSERIES
SPRINGFIELD, OHIO

One Mile
South of City on
State Route 68

Phone 3-8889

Richard B. Schmidt

and a few nurserymen listing them by the dozens. It would probably not pay an American grower to handle so many different kinds, but we surely owe it to the craft to make some of the better crested forms available to gardeners. The British, of course, had a head start over this country, for the hart's-tongue is their most common species. We do, however, have some native material for a basis of operations, the species being found abundantly, although locally, in New York and scattered in other sections of this country and Canada.

Cultural directions, as they appear in the literature, are rather conflicting, some claiming that they must have a limy soil, while others say that it should be slightly acid. My own experience is not extensive enough to offer a positive opinion, but it does lead me to believe that a soil of neutral reaction is satisfactory. It may be that soil is of less importance than some persons think. After becoming established, which requires little more than attention to watering, the plant seems to do equally well in sun or part shade.

THE Shady Acres Nursery & Bird Farm were recently opened at Phoenix, Ariz., by John and Leona Dunn.

QUALITY LINERS

- Pieris Japonica
- Taxus (best varieties)
- Blue Andorra Juniper
- Ilex (in variety)
- Pfitzer Juniper
- Azaleas (good variety)
- Pyramidal Arborvitae
- Leucothoe

Send for complete list.

POSSUM HOLLOW NURSERIES

6327 Magnolia St.
Philadelphia 44, Pa.

ORNAMENTAL EVERGREENS

Trees & Shrubs

BAGATELLE NURSERY

P. O. Huntington Station, N. Y.

BURR

Leading wholesale source for
Nursery Stock.

Send us your Want List.

C. R. BURR & CO., INC.
Manchester, Conn.

HARDY NATIVE EVERGREENS

Collected Stock. Well rooted.
Canadian Hemlock, American
Arborvitae, Balsam Fir

	Per 1000
3 to 6 ins.....	\$ 8.00
6 to 9 ins.....	12.00
9 to 12 ins.....	35.00
12 to 18 ins.....	50.00

Cash please.

R. M. COLE

Box 37 Charlotte, Vt.

GRAPEVINES, CURRANTS, GOOSEBERRIES and BERRY PLANTS

Can also supply Currant
lineouts and cuttings.

Known to the Wholesale Trade
for Small Fruit Plants of Superior
Quality Since 1890.

F. E. SCHIFFERLI & SON NURSERIES
Fredonia, N. Y.

PRIVET and BERBERIS

Splendid Stock

Write for Special Quotations

LESTER C. LOVETT

MILFORD

DELAWARE

Indiana Meetings

INDIANA ARBORISTS FORM STATE ASSOCIATION.

The Indiana Arborist Association was organized February 6 at the Hotel Roberts, Muncie, Ind., at a meeting of tree surgeons and arborists. An independent unit of the National Arborist Association and the National Shade Tree Conference, the new association was formed to combat unethical operators, who are becoming detrimental to the trade and to the public.

O. G. Ottinger, Muncie Tree Surgery Co., Muncie, was elected president. Other officers are H. N. Engledow, Mid-Western Tree Experts, Indianapolis, vice-president, and Vern Townsend, Townsend Tree Service, Muncie, secretary-treasurer. N. G. Gilbert, Superior Tree Expert Co., Muncie, will serve a one-year term as chairman of the board of directors. Other directors are Kenneth Flaig, Flaig & Flaig Arborists, Fort Wayne, and C. F. Sylvester, Goshen Tree Expert Co., Goshen.

Paul Tilford, Wooster, secretary-treasurer of the National Arborist Association and editor of the National Shade Tree Conference publication, was voted an honorary charter member of the association in recognition of his work on behalf of the Indiana arborists.

Articles in the constitution specify that the new association has been established to promote closer cooperation and understanding between members of the trade, to encourage beneficial legislation, to maintain good ethics and improve methods of tree surgery and to encourage beautification of the countryside.

Charter memberships will be open for ninety days to representatives of recognized firms, corporations or individuals engaged in the business throughout the state.

Other arborists attending the meeting in addition to the officers mentioned above were E. E. and C. A. Van Natter, Hoosier Tree Surgery Co., Kokomo; Don Townsend, Townsend Tree Service, Muncie, and Charles Lamb and John Duling, Muncie Tree Surgery Co., Muncie.

NORTH CENTRAL INDIANA GROUP TOURS WABASH.

The North Central Indiana Nurserymen's Association met February 3 at the nursery of President Robert C. Hoffman, Wabash Gardens, Wa-

bash. Arriving in midafternoon, the members were conducted through the Wabash Museum and Courthouse, where they saw many exhibits of historical importance, including an arc lamp used in 1880 to light the city of Wabash, which claims the distinction of being the first city in the world to be lighted with electricity. Lamps were placed on top of the Wabash County Courthouse dome, and it is claimed by the old-timers that at a distance of seven miles from the courthouse, one could read a newspaper by means of the lights, especially if the night were clear.

After visiting the museum, the group inspected an old but well preserved stone lock, which was built in 1837 and used on the Erie canal, and toured the new Community building, donated to the citizens of Wabash by Mark C. Honeywell, well to do inventor and manufacturer of Minneapolis, Minn., and Chicago, Ill.

Members and guests then proceeded to the Wabash Country Club, the former home of Mr. Honeywell, where they were guests at a banquet.

Two excellent talks were presented by R. Morgan Smith, Muncie, editor of the Indiana Nursery News, and Ralph P. Oyler, Syracuse.

In his address, Mr. Smith reported

in detail his method of building up and maintaining a high degree of efficiency in the preparation of the Indiana Nursery News. He described the general appearance of the 4-page folder when he assumed the editorship of the publication and told how the present 8-page paper came into being.

He spoke at length concerning the financial situation of the paper and advised the members to give more support to the publication by increasing their advertising. He also suggested plans for better layouts.

Mr. Smith reported that he has received congratulatory letters from persons all over the country, expressing their approval of the paper, and stated that the Indiana Nursery News has friends and readers in almost every state. He announced that extra copies of each issue are available to officers and members of other state associations. Mr. Smith may be addressed in care of the Ernst Nurseries, Muncie.

The February issue of the News would probably carry graphic illustrations for the first time since the paper was started, he announced. Each issue is printed on enameled paper. The News goes to press, ordinarily, on the twentieth of each month, and with the January, 1948, issue, it embarks on its ninth year of publication.

Ralph P. Oyler presented a complete and detailed description of the

FRUIT TREE SEEDLINGS

Ready for immediate delivery. Prices F.O.B. Ottawa, Kansas; packing, extra at cost.

APPLE SEEDLINGS, Extra-heavy		Per 100	Per 1000
No. 1, 3/16 to 1/4-inch, straight roots.....		\$2.90	\$25.00
No. 2, 2/16 to 3/16-inch, straight roots.....		2.10	18.00
No. 3, about 2/16-inch.....		1.40	12.00
Special Stub Grade, 2 1/2/16-inch and up. Suitable for whole root grafting and for lining out to bud.....		2.10	18.00
Grafter Grade, 2/16-inch and up. Suitable for making one or more piece-root grafts.....		1.70	14.00

MAZZARD CHERRY SEEDLINGS

1/4-inch and up.....	3.20	28.00
No. 1, 3/16 to 1/4-inch.....	3.00	26.00
No. 2, 2/16 to 3/16-inch.....	2.40	20.00

MAHALEB CHERRY SEEDLINGS

1/4-inch and up.....	3.20	28.00
No. 1, 3/16 to 1/4-inch.....	2.90	26.00
No. 2.....	2.40	20.00
No. 3, about 2/16-inch.....	1.80	15.00

PEACH SEEDLINGS

1/4-inch and up.....	3.20	28.00
No. 2, 2/16 to 3/16-inch.....	2.40	20.00

PEAR SEEDLINGS

No. 1, 3/16 to 1/4-inch, straight roots.....	3.00	25.00
No. 2, 2/16 to 3/16-inch, branched roots.....	2.40	20.00

NATIVE PLUM SEEDLINGS

No. 1, 3/16 to 1/4-inch.....	5.50	50.00
No. 2, 2/16 to 3/16-inch.....	4.00	35.00

WILLIS NURSERY COMPANY,

OTTAWA, KAN.

structure of the federal income tax system and outlined its purpose, history and working principles. He discussed at some length the patriotic angle of the federal income tax situation and suggested that those persons who wrestle with the tax forms become better educated and more alert mentally. Mr. Oyler spoke about the various court decisions affected by income tax-collecting methods and how they benefit a community. He said that the income tax laws and rules are codified and applied to three classifications, namely, the personal, corporation and excise taxes.

Having filled out some 1,000 tax forms for neighbors and farmers, Mr. Oyler related observations he has made, especially with regard to those persons who are paying personal taxes. The amount of tax discloses the alertness and business ability of the individual as well as revealing his patriotic spirit, his nature and his mental attitude or disposition, he said.

Mr. Oyler said he had observed that many persons show reluctance to reinvest their profits in their own enterprises, a fact which is not fully understood, but which does probably imply the ultimate failure or weakening of the business from which the profits are obtained. He suggested that money saved by taking depreciation allowances should be put back into the business by purchasing tools or other equipment or by buying government bonds rather than by letting the money lie idle or by risking it in some get-rich-quick scheme. Money, he thinks, should be allowed to work and earn its way in the same manner as people or stock does.

By telling a story concerning the sale of a Christmas tree for \$2.50, Mr. Oyler created a clear picture of the income tax situation as it applies to nurserymen. He urged his listeners to refrain from price marking their merchandise without knowledge of the total cost of each item. The total cost includes the tax as well as the original cost, plus handling and other determining factors.

Mr. Oyler informed the group as to the ways and means of making capital investments and how long to hold property purchased and described the dangers incurred in keeping inaccurate business records.

Discussing proposed tax revision legislation, Mr. Oyler said there is a possibility that 7,400,000 persons will be removed from the group which now has to pay federal income tax and sounded a sensible warning in connection with this possibility; if a great number of citizens are not required to help support our govern-

ROSES

Our Roses are all 2-year, field-grown, budded on Multiflora, with fine pliable root systems for potting. They are as high quality as can be bought anywhere. Our modern cold storage plants enable us to deliver these items to you at any time during the season in perfect condition. No mouldy or dried out plants.

RED VARIETIES	PINK and SALMON	TWO-TONE and YELLOW	FLORIBUNDA ROSES
Poinsettia (New)	Betty Uprichard		
Etoile de Hollande	Pink Radiance		
E. G. Hill	Salmon Radiance	Golden Dawn	Eise Poulsen,
Rouge Mallerin	Picture (New fine buds)	Golden Charm	silver-pink
Christopher Stone	The Doctor (New immense blooms)	Mme. Jos. Perraud	Red Ripples,
Grenoble	Edith Nellie Perkins (Two-tone creamy-pink)	Condessa de Sastago	deep red
Red Radiance	Paul Neyron (Perpetual)	Talisman	Cinnabar, bright orange
McGregory's Scarlet		President Hoover	Chateau, new, deep red
		Yellow Condessa	

POLYANTHA ROSES

Edith Cavell, deep red
Golden Salmon
Orleans, lively pink
Yellow Poulsen

WHITE

K. A. Viktoria
Frau Karl Druschki (Perpetual)

RUGOSA or SHRUB ROSES

Pink Grootendorst
Red Grootendorst

CLIMBING ROSES

Paul's Scarlet
Climbing Talisman
Spanish Beauty
Climbing Am. Beauty

2-yr. No. 1, \$4.50 per 10; \$40.00 per 100; \$350.00 per 1000. (250 at the 1000 rate).
2-yr. No. 1½, \$3.50 per 10; \$30.00 per 100; \$250.00 per 1000. (250 at the 1000 rate).

KRIDER'S FAMOUS THORNLESS ROSES, "FESTIVAL" and "CLIMBING FESTIVAL" (Patented).

You've probably heard about or seen these great new Roses introduced by us two years ago. Bush "Festival" has had so much favorable comment that we feel most of our customers have at least heard of it. Last year we introduced "Climbing Festival" as a companion to the bush. If you want to give your customers a really new experience in Rose growing then you will want to offer them these splendid new Roses. Plants can be planted, cultivated and handled without snagging your clothes or scratching your flesh. Cut an armload of bright red, double, long-stemmed blooms and not a single thorn will prick your fingers or arms. Plants bloom prolifically from June until freezing weather. The Climbers produce an immense crop of brilliant red blooms in June and throw occasional repeat blooms throughout the summer.

Wholesale Price, 2-yr., No. 1, \$1.00 each; 10 for \$9.00; 100 for \$75.00.
(Retail Price \$1.50 each).

Two other Krider Roses, Climbing or Pillar Stratford and Bush Stratford. Producers of the most double-rose blooms we have ever seen. Both are ever-blooming. Buds are very large, of a delightful flesh-pink, opening into large blooms so extremely double there scarcely seems to be room for all the petals. Fine for cut flowers.

Wholesale Price, \$1.00 each; 10 for \$9.00; 100 for \$75.00.
(Retail Price, \$1.50 each).

SILVER-LACE VINE (Polygonum Auberti), 2-yr. No. 1, \$3.50 for 10; \$25.00 per 100; \$220.00 per 1000.
2-yr. med., \$3.00 for 10; \$20.00 per 100; \$180.00 per 1000.

Place your order now for shipment when wanted.

TERMS: To unknown parties 25% cash with order, balance C.O.D. 2% discount if full remittance accompanies order.

THE KRIDER NURSERIES, Inc.
Middlebury, Ind.

50 Years
of growing

Rhododendrons
Azaleas
Perennials, Roses
All Nursery Items

BOBBINK & ATKINS
E. RUTHERFORD, N. J.
1898 OUR GOLDEN ANNIVERSARY 1948

The HOME of
Better New Perennials
PLANTS THAT PAY THEIR WAY!

Originators — Disseminators

CORLISS BROS. INC.,
NURSERIES

307 Reynard St. Gloucester, Mass.

ment, a great number will lose interest in its operation. As in any other organization, the paying member takes the most interest in what the organization does.

Two other speakers, Ray Price, Price Nurseries, Plymouth, and Byron Traster, Traster Nursery, Fairmount, were scheduled to talk, but relinquished their time so that Mr. Oyler might conclude his talk.

The business of organizing the group further, which had been carried over from the December meeting, was again postponed because of the severity of the weather, which made it advisable that the meeting be adjourned so that the members might reach home before the roads became blocked or otherwise unsafe.

The following persons attended the meeting: Robert C. Hoffman, Wabash Gardens, Wabash; John W. Moyer, Laketon Nurseries, Laketon; Raymond C. Schmidt, Schmidt Landscaping Service, Marion; R. Morgan Smith, Muncie; Mr. and Mrs. Ralph P. Oyler, Syracuse; Lloyd L. Hainlen, Hainlen Nursery, Converse; Merrill E. Foland, Elwood Nursery, Elwood; Ray Price, Price Nurseries, Plymouth, and Byron S. Traster, Traster Nursery, Fairmount.

The next meeting will be held April 6 at the Price Nurseries, Plymouth, and an out-of-state speaker, not yet chosen, will address the group on the subject of office management. There will be a program both before and after the banquet.

B. S. Traster, Sec'y.

ST. LOUIS GARDENERS ELECT OFFICERS.

At a recent meeting of the Greater St. Louis Association of Gardeners, Inc., at St. Louis, Mo., the following officers were elected: President, Arthur Sellenriek; vice-president, George Mattlock; secretary, D. J. Coad, and treasurer, W. H. Caesar. John Lauscher was elected to serve as sergeant at arms. The retiring officers are William Rebbe, president; Charles A. Roth, vice-president, and William F. Ott, treasurer.

Fifteen members reported on the short course held recently at the University of Missouri, Columbia. A committee report on the flower show to be held in March at the Kiel Auditorium, St. Louis, was also heard. Refreshments were served after the meeting.

FRANK B. KUNTZ has sold the Thawville Peony Garden & Nursery, Thawville, Ill., and has established the Kuntz Nursery, Chatsworth, Ill., where he will move his stock.

Special Offer

ROSES WHOLESALE

Don't Miss This Special Offer — Order Now

HYBRID TEAS — POLYANTHAS — JUMBO CLIMBERS

Our 2-year, field-grown roses budded on JAPONICA MULTIFLORA understock are the highest-quality roses we have ever had to offer.

We are now making deliveries and will continue shipments to spring. When sending your order on this SPECIAL ROSE OFFER, kindly state the date of shipment. We have ample room in our STORAGE BOXES to keep your order in perfect condition to the day of shipment.

Grades	1 to 100	100 to 500	500 to 1000	1000 up
No. 2	30c	27c	25c	22c
No. 1½	35c	32c	30c	27c
No. 1	40c	37c	35c	32c

REDS:

Ami Quinard
Etoile de Hollande
E. G. Hill
Gruss an Teplitz
Night
Red Radiance

POLYANTHAS:
Golden Salmon
Ideal

WHITES:

Caledonia
K. A. Viktoria

YELLOWS:

Golden Dawn
Luxembourg
Mrs. P. S. du Pont
Roslyn
Sunburst
Talisman Yellow

PINKS:

Biarcliff
Columbia
Editor McFarland
Pink Radiance
Betty Uprichard

TWO-TONES:

Condesa de Sastago
Edith Nellie Perkins
Pres. Hoover
Talisman

CLIMBERS

Climbing Caledonia (White) Climbing Red Talisman (Red)
Climbing Columbia (Pink) Climbing Talisman (Two-Tone)
Climbing Etoile de Hollande (Red) Climbing Red Radiance (Red)
Paul's Scarlet Climber (Red)

ORDER FROM THIS AD NOW.

TERMS: 2% discount and no packing charges when cash accompanies order; however, 25% cash can accompany order, balance C.O.D.

We grade our roses liberally and up to standard pack, shipped so that they will be received by you in FIRST-CLASS CONDITION.

BRYON FLORAL GARDENS

"The HOME OF FINE ROSES"

Nursery Department: 1701 St. Louis St.

Telephone: 2841

Springfield 4, Missouri

DEVELOPING NURSERY SALES AND DISPLAY GROUNDS

\$1.00 per copy.
AMERICAN NURSERYMAN, 343 So. Dearborn St., Chicago 4, Ill.

MUGHO PINE

\$20.00 per 1000
2-year, 2 to 4 inches.

4-year NORWAY SPRUCE

transplants, 8 to 16 inches.
Ideal for understock.
\$90.00 per 1000.

MUSSER FORESTS, INC.
INDIANA, PA.

CHINESE BLIGHT-RESISTANT CHESTNUT TREES

Castanea mollissima.

Per 100 Per 1000
1-yr. L.O. grade \$20.00 \$200.00
Packing at cost, March delivery.
America's largest and best source of Chinese Chestnut Trees.

Terms: Cash with order, or 25% and balance C.O.D. Orders accepted on the basis that they shall be void should conditions happen over which we have no control.

THE GOLD CHESTNUT NURSERY
Cowen, West Va.

COVER ILLUSTRATION.

Ligustrum Indicum.

The large-leaved privets are most confusing in the trade. The plant listed as *Ligustrum japonicum*, Japanese privet, is, according to authorities on plant material, *Ligustrum lucidum*, glossy privet, and vice versa. The privet described here, *Ligustrum indicum* (nepalense), India (Nepal) privet, is often confused in the southern trade with the plant listed as glossy privet.

India privet is a native of Himalaya and Indo-China. A half-evergreen shrub eight to fourteen feet in height, it is hardy as far north as North Carolina and Washington, D. C. It is identified by its ovate-elliptical to ovate-lanceolate leaves, one and one-half to three inches long, having four or five pairs of indistinct veins and a short acuminate or round apex. The leaves are revolute, or crimped, along the sides, turned down at the tip and medium to light green in color.

India privet forms a dense, compact, irregular-spreading plant of medium texture. It is rapid-growing and during the summer bears white flowers, which have a slightly disagreeable odor. It is adapted to any soil, sun or shade, but tends to become light or yellowish-green in poor soil. It requires periodic thinning to prevent the interior branchlets from dying from lack of light.


This plant is usually propagated from softwood or hardwood cuttings, but it can be propagated easily from seeds. However, the seedlings are variable in habit.

Ligustrum indicum is attacked by white flies and aphids, which may be controlled by an oil-nicotine spray or HETP.

Widely used in southern plantings because of its rapid growth and adaptability to southern conditions, it is appropriate for screen, border, mass and group plantings. It may be used as a corner plant and base plant for large buildings. Since it responds well to clipping, the plant is excellent as a large clipped or unclipped hedge.
E. W. McElwee.

W. W. FORSYTHE, who is employed by the Donewell Nurseries, Painesville, O., is starting the Twin Maple Nursery, Box 130, Chillicothe road, Mentor, O.


STEWART ACRES, 1028 West Main street, Ionia, Mich., which specialize in gladioli and irises, are now expanding to include a complete line of nursery stock and garden supplies.



S. W. CALL FOUNDER

CALL'S NURSERIES

PERRY, OHIO



ESTABLISHED 1877

WHOLESALE

ROSES ROSES ROSES

Offered by one of Ohio's pioneer Nurseries.
Two-year-old, Field-grown Roses, budded on Multiflora Japonica.
They are the finest we have ever offered.

GROWN RIGHT, GRADED RIGHT.

	No. 1	No. 1 1/2
10 to 100.....	.40c	30c
100 and over.....	.35c	25c

AMI QUINARD
BETTY UPRICHARD
BETTY GRACE CLARK
CALEDONIA
CHRISTOPHER STONE
CONDESA de SASTAGO
DAME EDITH PERKINS
EDITOR McFARLAND
E. G. HILL
DAME EDITH HELEN

ETOILE DE HOLLANDE
GOLDEN DAWN
LUXEMBOURG
PINK DAWN
PINK RADIANCE
POINSETTIA
PRES. HOOVER
RED RADIANCE
ROSLYN, YELLOW
SOEUR THERESE

TALISMAN

CLIMBERS

AMERICAN BEAUTY
MME. G. STAECHELIN

PAUL'S SCARLET
PRIMROSE

Arrange to call with your truck.
Come and see these Roses.
We know they will satisfy you in every particular.

LINERS

Taxus capitata, *Taxus cuspidata*, *Taxus intermedia*, *Thuja pyramidalis*, *Thuja boothii*, *Thuja elegantissima* and other select varieties.

Write for prices.

Leghorn's Evergreen Nurseries
Geer Street, Cromwell, Conn.

Once Transplanted
TAXUS HATFIELDI, HICKSI,
CUSPIDATA
HEMLOCK and PFITZER
JUNIPER.

Get acquainted with
Brookfield Evergreens.

BROOKFIELD GARDENS
Delaware, N. J.

ROSA MULTIFLORA JAPONICA

SEEDLINGS.

\$12.50 per 1000. Splendid stock.
Sample, \$2.00. Cash with order.

BROOKVILLE NURSERIES
Glen Head, N. Y.

LINING-OUT BERBERIS THUNBERGI

1-year seedlings

Grade	Per 1000	Per 10,000
2 to 4 in.	\$15.00	\$125.00
4 to 6 in.	20.00	180.00
6 to 12 in.	25.00	225.00

WILSON'S NURSERIES
Manchester, Conn.

EVERGREEN ROOTED CUTTINGS and TRANSPLANTS

Heavily rooted stock. Early spring shipment.

Write for our full list.

	Per 100	Per 1000
Arborvitae Bonita, R. C.	\$ 8.00	\$ 75.00
Pileata, R. C.	8.00	75.00
Siberian, R. C.	8.00	75.00
Cypress, Allumi, R. C.	10.00	
Irish Juniper, R. C.	8.00	75.00
Irish Juniper, 5 to 7 ins., X	16.50	
Andorra Juniper, R. C.	9.00	
Ilex Crenata (Jap. Holly), R. C.	9.00	
Taxus Cuspidata, R. C.	8.00	75.00
Cuspidata Capitata, R. C.	8.00	75.00
Bacata (English Upright), R. C.	8.00	75.00
Repandens (English Spreading), R. C.	8.00	75.00
Hicksi, R. C.	9.00	
Jeffreys, R. C.	10.00	
Retinospora Plumosa, R. C.	7.00	65.00
4 to 6 ins., X	15.00	
5 to 8 ins., X	20.00	
Pisifera aurea, R. C.	7.00	65.00
Goldust, R. C.	7.00	65.00
Obtusa, R. C.	7.00	65.00
Obtusa Crippsi, R. C.	9.00	85.00
Bleeding Hearts, Eximia	15.00	120.00

ESHAM'S NURSERIES
Frankford, Del.

MAINE-GROWN

EVERGREEN TREE SEEDLINGS FOR SPRING SHIPMENT

Evergreen tree seed is again becoming more readily available. We can now offer to the trade the following varieties in quantity lots:

MUGHO PINE

2-yr., 2 to 4 inches. Per 1000. . . . \$20.00

BLACK HILL SPRUCE

3-yr., 3 to 6 inches. Per 1000. . . . \$15.00

Our terms are 50% with the order, shipment C.O.D. for balance of order.

WESTERN MAINE FOREST NURSERY CO.
Dept. AN-38 Fryeburg, Maine

We Offer—

EVERGREENS—In a large assortment of **PYRAMIDAL** and **GLOBE ARBORVITAE**, **PRITZER JUNIPER** and **YEW**s in grades at attractive prices. **SOME LARGE SPECIMEN EVERGREENS**, **SHRUBBERY** and **SHADE TREES**.

Mail want list for prices.

THE WESTMINSTER NURSERIES
Westminster, Md.

The **CHRYSANTHEMUM CATALOG** you cannot afford to be without.

WONDERLAND NURSERIES
Ellersong, Va.

Coming Events

MEETING CALENDAR.

March 3, Western Pennsylvania Nurserymen's Association, Webster Hall hotel, Pittsburgh.

March 5 and 6, Canadian Association of Nurserymen, Royal York hotel, Toronto, Ont.

April 17 to 20, Florida Association of Nurserymen, St. Petersburg.

May 20 to 22, Western Chapter of the National Shade Tree Conference, Santa Barbara, Cal.

June 20 to 22, Mississippi Florists' and Nurserymen's Association, Vicksburg.

June 21 and 22, National Mail Order Nurserymen's Association, Sherman hotel, Chicago, Ill.

CANADIAN PROGRAM.

The twenty-fifth annual meeting of the Canadian Association of Nurserymen will be held March 5 and 6 at the Royal York hotel, Toronto, Ont. Major the Reverend Norman Rawson, well known after-dinner speaker, will be the guest speaker at the banquet the first evening.

Topics to be discussed will include "Government Standards for Tree Fruit Nursery Stock," presented by A. B. Luke, Montreal, P. Q.; "Recent Advances in Plant Propagation" and "Nursery Soils," by Prof. L. C. Chadwick, Ohio State University, Columbus; "Improvement of Rural School Grounds," by John Clarke, horticultural fieldman, department of agriculture, Toronto; "Federal Inspection of Nursery Stock for Shipment in Interprovincial Trade," by W. N. Keenan, chief, division of plant protection, department of agriculture, Ottawa, Ont.; "New Hybrid Lilacs, Lilies and Flowering Crabs," by R. W. Oliver, division of horticulture, central experimental farms, Ottawa, Ont.; "Creating Buyer Confidence," by W. A. Hogle, Campbellford, Ont.; "Chemicals to Control Soil Insects," by H. G. Crawford, department of agriculture, Ottawa, and "Developments of Interest to Nurserymen," by D. S. Blair, division of horticulture, central experimental farms, Ottawa. In conclusion, the film, "A Year in the Nursery," depicting nursery operations, will be shown by the Mount Arbor Nurseries, Shenandoah, Ia.

LONG ISLAND SHOW.

The Long Island Nurserymen's Association will hold its first annual garden show at 2 p. m. March 16 at the Garden City hotel, Garden City, N. Y. Open to the public, the

CHINESE CHESTNUT TREES

SPECIALLY SELECTED STRAINS
HIGHLY BLIGHT-RESISTANT
SIMILAR TO OUR OLD
MOUNTAIN CHESTNUT

	Each per 10	Each per 100
2 to 3 ft.	\$0.85	\$0.70
3 to 4 ft.	1.00	.90
4 to 5 ft.	1.25	1.10
5 to 6 ft.	1.65	1.50

These are nicely rooted, and larger sizes are well branched stock that will please your customers.

Order from this advertisement.

BOUNTIFUL RIDGE NURSERIES
Princess Anne, Md.

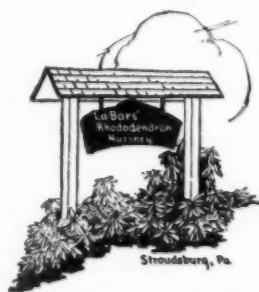
TAXUS LINING-OUT STOCK

1 and 2-year pots.
Many varieties.
Priced to Sell.

Write for list.

WYOMING NURSERIES

C. E. Kern
Cincinnati 15, O.



Northern-grown California Privet

Sizes: 12 to 18 ins.,
18 to 24 ins.

Select European Sycamore
in all sizes.

T. B. WEST & SON
Perry, Ohio

show will include exhibits by regular and allied members and a garden sponsored by the association and designed by G. Clifton Sammis, Huntington. Other features will be colored pictures of nursery stock, gardens and various types of landscaping and a quiz in which six nurserymen and landscape contractors will participate. A meeting of the Long Island Nurserymen's Association will be held the morning of March 16.

WEST VIRGINIA DATES.

The tenth annual summer meeting of the West Virginia Nurserymen's Association has been scheduled, tentatively, for August 12 and 13 at Huntington, F. Waldo Craig, secretary-treasurer, has announced.

NATIONAL GARDEN INSTITUTE AWARDS.

Recipients of the highest awards of the National Garden Institute were Dr. Liberty Hyde Bailey, noted horticulturist and formerly dean of the college of agriculture, Cornell University; the Firestone Tire & Rubber Co., and Paul R. Young, supervisor of school gardens, Cleveland, O. The sterling silver Green Thumb medals were presented by Lester J. Norris, chairman of the institute, at the National Garden Conference February 2 at Washington, D. C.

Dr. Bailey was not present to receive the award, as he is now on a plant exploration trip in the tropical jungles of South America.

FORMERLY at Centerville, Mo., C-Ed's Greenhouse is now located at Salem, Mo.

EDMOND A. BELL recently established Bell's Hobby Nursery, 9017 Belmont avenue, Franklin Park, Ill., and will grow evergreens.

THE Cumerland Valley Nurseries, Harlan, Ky., has been discontinued, and M. W. Kensinger, manager, has moved to St. Andrews, Fla. He plans to grow specialized stock.

BECAUSE facilities of the New York city offices of the Hydroponic Chemical Co., Inc., have been overtaxed to supply the increasing demand for the firm's plant food and insecticides, the Hydroponic Chemical Co., Inc., has moved its general offices and factory to Copley, O., where adequate facilities are available both for producing the firm's present products and for others which may be manufactured in the future.

TAXUS

In lots of 5 to 24 25 to 100

Cuspidata, 1 1/2 to 2 ft.	\$3.50	\$3.25
2 to 2 1/2 ft.	5.00	...
Cuspidata Media, 1 1/2 to 2 ft.	3.50	3.25
2 to 2 1/2 ft.	5.00	...
Hicksi, 2 1/2 to 3 ft.	4.50	4.25
3 to 3 1/2 ft.	6.00	5.75
3 1/2 to 4 ft.	7.50	...
Repandens, 1 1/2 to 2 ft.	4.00	3.75

JUNIPERUS

Canaerti and Cupressifolia, 4 to 4 1/2 ft.	5.50	...
4 1/2 to 5 ft.	6.50	...
Keteleeri, 4 to 4 1/2 ft.	5.00	...
4 1/2 to 5 ft.	6.00	...
Armstrong and Von Ehron (Trimmed Globes),		
1 1/2 to 2 ft.	3.50	...
2 to 2 1/2 ft.	4.75	...
Horizontalis Plumosa, 1 1/2 to 2 ft.	2.25	2.00
2 to 2 1/2 ft.	2.75	2.50
2 1/2 to 3 ft.	3.50	3.25
Pfitzeriana Compacta, 1 1/2 to 2 ft.	3.00	...
2 to 2 1/2 ft.	4.00	...
Euonymus Vegetus, 1 1/2 to 2 ft.	2.25	2.00
2 to 2 1/2 ft.	3.00	2.75
2 1/2 to 3 ft.	4.00	...
PINUS MUGHUS, 1 1/2 to 2 ft.	3.00	...

All plants, especially Junipers, are thrifty and heavy-sheared.
Also a good assortment of other specimen landscape materials.

Truckloads only.

W. A. NATORP CO.

4400 Reading Rd.

Cincinnati 29, O.

LINING-OUT STOCK

	Per 100	Per 1000
4000 Juniperus hetzi, 2-in. pots, 6 to 10 ins.	\$32.50	\$275.00
2000 Taxus cuspidata, 2 1/4-in. pots, 6 to 10 ins.	22.50	175.00
800 Cornus alba sibirica, 1-yr. H.C., 8 to 12 ins.	5.50	45.00
2000 Euonymus alatus, 2-yr. S.C., 6 to 8 ins.	15.00	125.00
450 Cydonia japonica, 1-yr. H.C., 8 to 12 ins.	7.50	65.00
750 Forsythia spectabilis, 1-yr. H.C., 8 to 12 ins.	6.50	55.00
450 Physocarpus opulifolius, 1-yr. H.C., 8 to 12 ins.	6.50	55.00
500 Physocarpus op. aureus, 1-yr. H.C., 8 to 12 ins.	6.50	55.00
1000 Spiraea freebeli, 1-yr. H.C., 8 to 12 ins.	5.50	45.00

Shermer Rd.

GOLF NURSERY

Northbrook, Ill.

Nursery Stock at
Wholesale Only.



ARTHUR DUMMETT

Bernardsville, N. J.

Grapevines, Currant Roots,
Currant Cuttings and Berry Plants.

Small Fruit Specialists.

WEST HILL NURSERIES

Fredonia, N. Y.

Since 1875

Ohio Regional School

By Margaret Sessler

The annual regional school for nurserymen in the Painesville, O., area was held in the basement of the Courthouse at Painesville, February 10. The morning and afternoon sessions were both well attended. Approximately 100 nurserymen were present.

The program began at 9:30 a. m. with a discussion on "Soil Conservation" by Melvin E. Wyant, chairman, assisted by Joseph Martin and Horace J. Wilson. The methods of soil conservation that were discussed were various kinds of drainage ditches and the use of mulches.

Dr. R. W. Neiswander, of the Ohio agricultural experiment station, Wooster, spoke on "Nursery Pests." He explained how a DDT spray had been used effectively in the control of the peach borer, which is found both in nurseries and in peach orchards. He advised that a DDT spray is much quicker and cheaper than the gassing system.

Dr. Neiswander recommended the use of Loro as the best spray for the control of the mealy bug which has been attacking taxus, or Japanese evergreen. It should be applied in the spring when the insects begin activity.

Dr. Paul Tilford, executive secretary of the National Arborist Association, Wooster, who was formerly with the Ohio agricultural experiment station at Wooster, told of the methods being used to control diseases of shade trees. The Dutch elm disease has been causing considerable trouble in central Ohio, and the most satisfactory method for killing this disease is DDT. The other disease mentioned was phloem necrosis, which prevails south of Columbus, but so far has not hit this area.

The afternoon program opened with a lecture by Victor Ries, department of horticulture, Ohio State University, Columbus. His topic was "Fundamentals of Landscaping," which he illustrated with colored slides. These pictures were taken by Mr. Ries in his travels from coast to coast over a period of five years.

According to Mr. Ries, it is important to get ideas from the other fellow and see how they are worked out. He recommended a planting schedule for nurserymen which would not require replacing all plants. He also recommended spreading the landscaping around a house instead of confining it to the front.

He suggested several methods by which better landscaping may be accomplished.

"We should keep ourselves elastic in our ideas. Try out something different. Instead of using the same old formula, find out how to improve on a job," said Mr. Ries.

Howard Scarff, W. N. Scarff's Sons, of New Carlisle, O., who has been a nurseryman for about thirty years, chose as his topic, "Short Cuts in the Nursery Business." He said the best way to have a successful business is by considerable personal planning, good management, proper handling of labor and proper care of tools and equipment.

Dr. A. M. S. Pridham, department of horticulture, of Cornell University, Ithaca, N. Y., explained the two methods of applying the weed killer 2,4-D. The first method was to apply a spray so it would not touch the foliage, and the other was to put the weed killer on the soil before the plants and weeds appear.

"What's New?" was the topic chosen by Dr. L. C. Chadwick, professor of horticulture, Ohio State University. He advised that storage of nursery stock for late sales is now being studied at Ohio State University and that a test garden for more plant varieties is being developed there. He also described new watering and grafting systems.

Dr. Chadwick mentioned the re-

sults of the university's study of the earthworm, concluding that there is little practical value from using it for aiding plant growth.

The day's program was climaxed with a dinner in the Rose room of 2:30 Manor, Mentor, O. A large crowd, including the nurserymen, their wives and guests, attended this special event. The tables were attractively decorated in the valentine motif and were greatly enhanced by forsythia blooms and red azalea plants.

William Youmans, of Painesville, was master of ceremonies. Following the dinner, he introduced David K. Stewart, noted Scotch humorist and philosopher, who spoke on "Selling for Fun and Profit." He mentioned four ways to be a successful seller. They are: Knowledge of one's line, proper mental attitude, enthusiasm and cheerfulness. This address was highly entertaining, and everyone enjoyed the merriment of Mr. Stewart's humorous remarks.

Following Mr. Stewart's address sound motion pictures of "Children of Europe" were shown. These were pictures taken by Theodore Andrica, roving reporter for the Cleveland Press, on his recent tour of Europe. The evening's festivities were concluded with dancing.

Much credit is due F. G. Haskins, county agent, who arranged and planned the nursery school program. He was assisted by the following committee from the Lake County Nurserymen's Association: Charles Kohankie, chairman; Melvin Wyant, William Youmans, Robert Kallay, C. E. Waldorf and Thorne Brewster.

ROSES—LAST CALL!

TWO-YEAR, FIELD-GROWN

(Budded on Japonica Multiflora)

Delivery made now or in Spring.

These Roses are GROWN RIGHT—GRADED RIGHT—SHIPPED RIGHT.

ORDER TODAY FROM THIS AD.

PRICES

100 Lots and over: No. 1, 40c; No. 1½, 30c; No. 2, 25c.

100 to 500 lots: No. 1, 45c; No. 1½, 35c; No. 2, 30c.

Orders for less than 100 Roses: No. 1, 50c; No. 1½, 40c; No. 2, 35c.

ORDER GROUPS OF 10. WE DO NOT BREAK BUNDLES. We will wrap these Roses in individual packages and label for an additional 5c each.

TERMS: CASH WITH ORDER AND NO CHARGE FOR PACKING. WE WILL, HOWEVER, ACCEPT 25% WHEN ORDER IS PLACED—BALANCE C.O.D. PACKING CHARGES ON ALL C.O.D. ORDERS.

Ami Guinard
Betty Uppichard
Briarcliff
Caledonia
Columbia, Bush
Druschki, Red, H. P.
Edith Nellie Perkins
Etoile de Hollande

White
American Beauty
Francis Scott Key
Editor McFarland
Golden Dawn
K. A. Viktoria
Luxembourg

Paul Neyron, H. F.
Pink Radiance
Red Radiance
E. G. Hill
President Hoover
Talisman, Yellow
Talisman, Regular

Paul's Scarlet
Mrs. F. S. Du Pont

CLIMBERS

Cl. Tallman
Cl. Red Radiance

ORDER TODAY FROM THIS AD.

OZARKS PLANT FARMS, INC.

R.F.D. No. 3, Box 317

Springfield, Mo.

CONNECTICUT STATION DIRECTOR NAMED.

The appointment of Dr. James G. Horsfall as director of the Connecticut agricultural experiment station, to fill the vacancy caused by the retirement of William L. Slate, has been announced by Governor James L. McConaughy, president of the station board of control. Dr. Horsfall, who has been at the station since 1939, when he came from the New York state agricultural experiment station at Geneva, is chief plant pathologist and last September was named vice-director of the station.

HEADS SOIL SURVEY COMMITTEE.

Dr. C. L. W. Swanson, head of the soils department at the Connecticut agricultural experiment station, New Haven, has been named chairman of the subcommittee on soil surveys of the northeastern regional soil research committee which will act in an advisory capacity on all soil survey work done by the agricultural experiment stations in the twelve northeastern states included in the region and will also make plans for soil surveys on a national scale with the committees of the other three regions.

The committee will also be charged with a study of the origin and physical make-up of soils and will attempt to unify the varying terminologies now used in describing soils and soil characteristics in the northeastern states with those used in the other three regions in the United States. An expanded program of soil survey is planned for the country, particularly for the northeastern region where not too much has been done in recent years.

The survey will proceed by counties and will take several years to complete. When it is finished, the types of soil in each area of the counties will be known. This will involve a study of the surface, subsoil and parent material for each area. Color, structure, texture, depth of the soil profile, effect of the kind of vegetation grown on the soil and effect of topography will all be studied in detail.

JOHN DAVIDSON, president of the Northern Nut Growers' Association, Inc., is convalescing from pneumonia at Palm Beach, Fla.

W. H. PEIFER, JR., is starting a nursery with his two sons on 168 acres at New Cumberland, Pa., and will grow evergreens and fruits.

SURPLUS LIST of FRUIT TREES

JUST RIGHT FOR LINING-OUT. All Peach Trees are tied 25 to a bundle. Orders on Peach Trees must be in multiples of 25 or more. No orders for less than 25 of each variety will be filled at these prices.

VARIETY LIST	6 to 12 ins.	12 to 18 ins.	18 to 24 ins.	2 to 3 ft.
	6c	8c	12c	15c
Belle of Georgia	250	250	250	300
Dixigem	400	700	500	250
Dixired	100	400	900	900
Elberta	500	1000	2500	2000
Golden East	25	200	600	300
Golden Jubilee	250	300	400	300
Malehaven	100	200	400	600
Hiley	25	100	175	300
J. H. Hale	250	300	400	400
Redhaven	50	100	250	250
Rochester	25	50	75	50
White June	10	50	75	100
Pineapple Flavor Peach	25	50	125	150

Also a few June budded APRICOTS, FLOWERING PEACHES, NECTARINES and PLUMS at the following prices, while they last:

	6 to 12 ins.	12 to 18 ins.	18 to 24 ins.	2 to 3 ft.	3 to 4 ft.
	10c	15c	20c	25c	35c
Apricot, Early Golden	400	400	300	250	...
Apricot, Superb	300	400	350	300	25
Flw. Peach, Peppermint	150	400	1000	1500	100
Flw. Peach, Red	100	200	750	1000	...
Flw. Peach, White	25	100	150	200	100
Nectarine, White	50	250	500	600	100
Plum, Burbank	200	200	300	250	100

FIVE-N-ONE APPLES—These nice, big 5-N-1 Apples have been graded and we have found that the buds have grown out nicely—a good salesyard specialty, as well as mail-order item. You will notice the price is reduced, so you can handle them at a good margin of profit. When these are gone, we will have no more until next season, so rush your order in to us immediately.

250 Apples 5-N-1, 7/8-in. and up	Each \$1.00
500 Apples 5-N-1, 11/16-in. to 7/8-in.	.90
250 Apples 5-N-1, 9/16-in. to 11/16-in.	.80
200 Apples 5-N-1, 7/16-in. to 9/16-in.	.70

Varieties Budded: Anoka, Transparent, Dbl. Red Delicious, Yellow Delicious and Red Rome Beauty.

Understock used for top working is mostly Red and Yellow Delicious.

Boyd
NURSERY COMPANY

McMinnville, Tenn.

FOR LINING-OUT STOCK

see our Display and Classified Ads in the FEBRUARY 15 ISSUE.

"A friendly, efficient sales service"

E. D. ROBINSON

SALES AGENCY

38 So. Elm St. P. O. Box 285
WALLINGFORD, CONN.

Representing

Adams Nursery, Inc.
Bristol Nurseries, Inc.
Barnes Brothers Nursery Co., Inc.
North-Eastern Forestry Co., Inc.
A. N. Pierson, Inc.

A complete line of well grown hardy plant material.
Evergreens and Lining-out Stock.

EVERGREEN LINERS

Taxus, many varieties.
Potted liners.

Ask for our latest price list.

HEASLEY'S NURSERIES
Freeport Road, Butler, Pa.

ACER PLATANOIDES NORWAY MAPLES

Look! Look!

5 to 6 ft., trans.	Per 100 \$20.00
6 to 8 ft., trans.	30.00
6 to 8 ft., 1/4 to 1-in. cal.	60.00
10 to 12 ft., 1 to 1 1/4-in. cal.	75.00
12 to 14 ft., 1 1/4 to 1 1/2-in. cal., well branched	150.00
14 to 16 ft., 1 1/2 to 1 3/4-in. cal., well branched	200.00
16 to 18 ft., 1 3/4 to 2-in. cal., well branched	225.00
2 to 2 1/4-in. cal.	\$3.00 each

Additional charge of 10% will be added for baling and shipping. No charge will be made for loading bulk trucks. When C.O.D. shipment is desired, a cash deposit of 25% must accompany order.

STATE ROAD NURSERY

State and Sproul Rds.
Route 1, Media, Pa.

WELLER'S PERENNIALS

With That Wonderful Root System
Headquarters for
HARDY PERENNIALS AND PHLOX.
Ask for our Perennial Catalog
WELLER NURSERIES CO., Inc.
Leading Perennial Growers
Holland, Mich.

OBITUARY

Ross R. Wolfe.

Ross R. Wolfe, of Wolfe's Nursery, Stephenville, Tex., died February 7 at Stephenville following a prolonged illness. He was 57 years old.

A native of Lampasas, Tex., Mr. Wolfe moved to Stephenville in 1919. Seeing a bright future in the propagation of pecans, he purchased land considered worthless by the cotton-weary farmers and rebuilt it until his soil conservation and soil-building work was acclaimed throughout Texas. He became an authority on pecans, walnuts, fruits and berries for that section of the country. Mr. Wolfe carried on the work of E. E. Risien, breeder of Gold Medal pecans, and the propagation and dissemination of peach varieties to which J. W. Stubenrauch devoted his life. He purchased the famous T. V. Munson vineyards, in which were more than sixty outstanding varieties of grapes. Large commercial orchards of fruits and pecans, grape and berry vineyards are maintained in addition to an experimental orchard in which Mr. Wolfe had every new variety tested before introducing it in his catalog. Some of the varieties he introduced are the Texaberta peach, Allred plum, Frank and Frankie peach, Grande English walnut, dew-blackberries, Rossberry and John Garner peach. Mr. Wolfe was a believer in cutting down the list of varieties to only the best.

The firm's slogan, "Money does grow on trees," was borne out by Mr. Wolfe, for he expanded his operation to a general nursery business and was equally successful. Employees have shared in the profits of the business, and a training program for nursery employees has been maintained. In 1946 a huge nursery building was constructed to accommodate the mail-order department, a large sales and display room, express office, post office, cold-storage room, packing room and lunchroom and recreation room for employees. Years of planning were spent by Mr. Wolfe to make these buildings representative of the latest and best in efficiency and convenience. When the new buildings were formally opened, an 8-page section of the Stephenville Empire-Tribune was devoted to Wolfe's Nursery and carried much about Mr. Wolfe himself as a leading soil conservationist and an exponent of the finest in employer-employee relations. Many large con-

TWO-YEAR, FIELD-GROWN ROSES

Budded on Multiflora Japonica

For immediate or later delivery.

No. 1, \$35.00 per 100; \$300.00 per 1000.

No. 1½, \$27.00 per 100; \$225.00 per 1000.

No. 2, \$20.00 per 100; \$150.00 per 1000.

5 per cent discount where all cash accompanies order.

250 at 1000 rate.

Red Radiance
E. G. Hill
Rouge Mallerin
Syracuse
Polanetia
Ami Quinard
Etoile de France
Barbarosa
Knight

Luxembourg
Sœur Therese
Lady Hillingdon
Golden Ophelia
Betty Grace Clark
K. A. Viktoria
Antoine Bivore
Peter's Briarcliff
J. L. Mock

Pink Radiance
Editor McFarland
Betty Uprichard
Nellie Perkins
Talisman
Pres. Hoover
Clb. Paul's Scarlet
Clb. Caledonia
Clb. Columbia

Grown, handled and packed expertly by all the latest scientific methods known. Order in multiples of 10. We grow our roses and are in position to give prompt service on rush orders.

QUALITY, PRICE AND SERVICE; ASK ANY ONE WE SERVE.

ROSE LAWN NURSERIES

BOX 295

WINNSBORO, TEX.

Send at once for new Price List of finest-quality plants at reasonable prices for winter or early spring shipment.

- AZALEAS
- BROAD-LEAVED EVERGREENS
- IRISH JUNIPERS
- PFITZER JUNIPERS
- GLOBE ARBOVITAE
- HARDY SHRUBS and TREES
- FLOWERING TREES
- APPLE and PEAR SEEDLINGS
- GRAPEVINES
- ROSES
- CAMOUFLAGE NETTING (for shading)

TANKARD NURSERIES

Exmore, Va.

On the famous Eastern Shore.
Member A.A.N.

VIBURNUM BURKWOODI

New—Fragrant—Hardy
Pinkish-white flowers in May

Heavy pot-grown stock for lining out. Spring 1948 delivery.

Per 100 Per 1000
2½-in. pots \$35.00 \$300.00
F.O.B. Dayton, Ohio

No charge for packing if check accompanies order.

THE SIEBENTHALER COMPANY

Dayton 5, Ohio

COLLECTED LINING-OUT STOCK

	Per 100	Per 1000
<i>Tuja occidentalis</i>		
6 to 12 ins.	\$ 4.00	\$30.00
12 to 18 ins.	6.00	50.00
<i>Tsuga canadensis</i>		
4 to 8 ins.	3.00	20.00
8 to 12 ins.	4.00	30.00
<i>Tsuga canadensis</i> , transp.		
4 to 8 ins., 2-yr.	8.00	...
8 to 12 ins., 2-yr.	15.00	...
12 to 18 ins.,		
2 times transp.	50.00	...
<i>Betula papyrifera</i>		
5 to 6 ft., stocky.	40.00	...
6 to 8 ft., stocky.	75.00	...
<i>Ilex verticillata</i>		
12 to 18 ins.	4.00	30.00
<i>Viburnum cassinoides</i>		
12 to 18 ins., sdls.	5.00	40.00
<i>Viburnum lentago</i>		
12 to 18 ins., sdls.	6.00	50.00
<i>Zanthoxyla armifolia</i>		
12 to 18 ins.,		
rooted layers	5.00	...

Catalog listing Hardy Ferns, Native Perennials, and Lining-out Evergreens, Trees and Shrubs sent on request.

CHARLES H. WILLIAMS NURSERIES
Box 223 Exeter, N. H.

T. G. OWEN & SON, Inc.

P. O. Box 946 Columbus, Miss.

Nurserymen

Florists

WHOLESALE

(See our classified ad in this issue.)

gratulatory display advertisements indicated the high regard in which the firm and Mr. Wolfe were held by other businessmen in the county.

Active in trade associations until illness forced his retirement three years ago, Mr. Wolfe served the American Association of Nurserymen as executive committeeman from region 5, was a past president of the Texas Association of Nurserymen and of the Texas Pecan Growers' Association. His firm also holds membership in the National Mail Order Nurserymen's Association. Mr. Wolfe was also active in the Texas peach and fruit growers' festival. He worked with civic organizations and was a past president of the Lions' Club, a member of the Stephenville chamber of commerce and had been chairman of the First Christian church.

Funeral services were held at the First Baptist church with interment in Stephenville cemetery. Most business firms were closed during the services.

Survivors include his widow, Mrs. Mabel Wolfe, to whom Mr. Wolfe gave much credit for the advancement of Wolfe's Nursery; two sons, Hugh and Danny, who are associated in the business; four daughters; five brothers, and three sisters.

A. B. Mayhew.

Albert Brandon Mayhew, partner in the Texas Nursery Co., Sherman, Tex., died December 30 at his home at Dallas. He was 68 years old.

Born and educated in Madison county, Alabama, Mr. Mayhew joined his brother, C. C. Mayhew, in Texas in 1898 to form the Texas Nursery Co. at Sherman. For a number of years he was manager of the firm's interests at McKinney, Tex. When that branch was sold, he moved to Sherman. Since 1931 he has been in charge of the company's branches at Dallas and Irving, Tex.

Besides his brother, C. C. Mayhew, a daughter and four sisters survive.

Mrs. C. A. Chandler.

Mrs. Winnie Luella Chandler, 75, wife of Clarence A. Chandler, president of the Chandler Landscape & Floral Co., Kansas City, Mo., died suddenly February 9 at Pomona, Cal.

The Chandlers left Kansas City February 7 for a vacation in California. Mrs. Chandler had suffered several asthma attacks recently.

Born at Niles, Kan., Mrs. Chandler was graduated in 1894 from the Kansas State College, Manhattan, where both she and her husband were students. The Chandlers celebrated their golden wedding anniversary in October, 1944. Mrs.

ATTENTION PRIVET BUYERS!

We have some of the finest Privet that it has ever been our pleasure to have grown. Vigorous, healthy stock with excellent root systems. All Privet has been cut back and is well branched.

Get your orders in while you have a chance to get this wonderful stock.

LIGUSTRUM AMURENSE—

Amur River North Privet

	Per 100	Per 1000
Rooted Cuttings	\$2.00	\$17.50
6 to 12 ins., 2 br. and up	3.00	25.00
12 to 18 ins., 2 br.	4.00	35.00
12 to 18 ins., 3 br. and up	6.00	45.00
18 to 24 ins., 2 br.	6.00	45.00
18 to 24 ins., 3 br. and up	7.00	60.00
2 to 3 ft., 4 br. and up	8.00	75.00

LIGUSTRUM IBOLIUM—Ibodium Privet

Rooted Cuttings	2.00	17.50
6 to 12 ins., 2 br. and up	3.00	25.00
12 to 18 ins., 2 br.	4.00	35.00
12 to 18 ins., 3 br. and up	6.00	45.00
18 to 24 ins., 2 br.	6.00	45.00
18 to 24 ins., 3 br. and up	7.00	60.00
2 to 3 ft., 4 br. and up	8.00	75.00

LIGUSTRUM OVALIFOLIUM—California Privet

Rooted Cuttings	2.00	17.50
6 to 12 ins., 2 br. and up	2.50	17.50
Grafting size	3.00	25.00
12 to 18 ins., 2 br.	3.00	25.00
12 to 18 ins., 3 br. and up	4.00	30.00
18 to 24 ins., 2 br.	4.00	30.00
18 to 24 ins., 3 br. and up	5.00	40.00
2 to 3 ft., 4 br. and up	6.00	50.00
3 to 4 ft., 4 br. and up	8.00	70.00

5% discount for all orders for 10,000 or more.

All stock sold F.O.B. McMinnville, Tenn.

Boyd
NURSERY COMPANY
McMinnville, Tenn.

A Bargain in fine UPRIGHT YEWS

Twice-transplanted and sheared, ready for field planting.

	Each	Each
	per 50	per 250
9 to 12 ins.	\$0.45	\$0.40
12 to 15 ins.	.55	.50
15 to 18 ins.	.75	
18 to 24 ins.	1.25	

F.O.B. New Jersey. Can dig about April 1.

Also 1-year cuttings of BLUE-BERRIES (Jersey, Concord, Rancocas).

\$15.00 per 100.

**K'ELSEY
NURSERY
SERVICE**

50 Church St.
New York, N. Y.
(Est. 1878)

LINING-OUT STOCK.

Place your order now and avoid disappointment later. We are not increasing our production. If you did not receive our list, a copy will be mailed on request.

HESS' NURSERIES

P. O. Box 52,
Mountain View, N. J.

C. M. Hobbs & Sons, Inc.

BRIDGEPORT INDIANA

Established 1875

**AMERICAN and
MOLINE ELM,**
up to 2-inch caliper.

SOFT MAPLE,
up to 2-inch caliper.

PEACH and APPLE,
in carlots.

General line of
Shade Trees, Shrubs, Evergreens
and Fruit Trees.

SURPLUS STOCK

Priced to move.

Norway Spruce, sheared,
2 to 3 ft.

Andorra Juniper, 2 1/2 to 3 ft.

White Birch, 1 1/2 to 2-in.

Chinese Elm, 5 to 6 and 6 to 8 ft.

Some exceptionally straight.

American Elm, 1 1/2 to 2-in.

Honey Locust, 1 1/2 to 2-in.

THORNACRES NURSERY
Old School Rd. Libertyville, Ill.
Phone: Libertyville 40

CHOICE LILACS

L. O. stock only.

JUNIPERUS GLAUCA HETZI

Rooted cuttings and pots.

EVERGREENS

Rooted cuttings and pots.

Send for lists.

TRAUTMAN NURSERIES

R. R. 2, Box 95 Franksville, Wis.

Rhododendron Maximum
Laurel (Kalmia Latifolia)
Hemlock (Tsuga Canadensis)
Collected stock
Price list on request.
J. RICHARD BARRY
White Haven, Pa.

NORTHERN COLLECTED EVERGREENS FERNS PLANTS SHRUBS

WILLIAM CROSBY HORSFORD
Charlotte, Vermont

Chandler was a member of the Westport Presbyterian church and the Kansas City Athenaeum.

Besides her husband, she leaves two sons, Edwin R. Chandler and George A. Chandler, secretary and vice-president, respectively, of the Chandler Landscape & Floral Co.; a daughter, Mrs. Charles E. Cayot, Kansas City; three sisters; a brother, and four grandchildren.

WASHINGTON MEETING.

[Continued from page 20.]

experiment station at Puyallup. Tests there have shown that indolebutyric acid in a liquid form of the station's own preparation gives the best results. Several types of cuttings had been used in solutions varying from forty to 100 parts per million. The range between sixty and eighty parts per million was found to be the most successful. Cuttings are made in the conventional way, immersed in the solution for twenty-four hours and inserted in the rooting medium. With some charts showing comparative rooting results between treated and untreated cuttings, Mr. Myhre proved that the successful nurseryman can not afford to continue with older methods.

Budwood Certification.

The Washington budwood certification program has become an outstanding factor in the successful production of fruit trees in this area. As leader of this program, Dr. Earle C. Blodgett, spoke next on the program. There are four different aims of the program: First, examination of the understock seed source. It is known that some diseases are carried from the parent plant, through its seeds, to seedlings which are used as understocks for budding or grafting. Infected seedlings can cause healthy budwood or scions to become diseased. A second aim is that of examination of seedlings that are being grown in the nurseries for certain virus diseases. Diseased plants or suspects are removed and destroyed. Third, trees from which budwood is to be used are inspected for disease which may be carried to the budded plant. If the budwood tree is proved free from disease, the nurseryman is given a certificate of approval which may be attached to the finished tree. Fourth, trees which have been budded are examined the following year during the growing season. This examination is again to determine that the trees are not virus infested.

Nurserymen were encouraged by Dr. Blodgett to help this work in two ways. In the first place, any trees

1887

1948

WE OFFER FOR 1948

See our Spring Wholesale Price List
in the February 1 issue for

FRUIT TREES
HARDY DECIDUOUS
FLOWERING SHRUBS
FOREST and SHADE TREES
VINES and CREEPERS
EVERGREENS
HARDWOOD CUTTINGS

Trade List mailed on request.

FOREST NURSERY CO., INC.

J. R. Boyd, Pres.
McMinnville, Tenn.

NATIVE PLUM SEEDLINGS

This is the first year for some time
that we have been able to offer to the
trade plum seedlings in quantity.

Used not only for budding fruit trees,
but generally for ornamental buds.

Offered subject to prior sale.

20,000 No. 2 (2 1/2 to 3 1/2 inch) . . . \$35.00
30,000 No. 3 (about 2 1/2 inch) . . . 20.00

SHERMAN NURSERY CO.

Charles City, Iowa

EVERGREENS

in Cloverset Pots

Transplanted two or more times.

Arborvitae, American, 12 to 18 ins. \$1.00
Arborvitae, American, 18 to 24 ins. 1.25
Boxwood, hardy, 6 to 8 ins.60
Fir, Douglas, 12 to 18 ins.1.00
Spruce, Norway, 12 to 18 ins.1.00
Spruce, Norway, 18 to 24 ins.1.25
Taxus cuspidata, 12 to 18 ins. 2.50

Truck lots only. No shipping.

ANDERSEN'S

EVERGREEN NURSERIES

Scottville, Mich.

WANTED

Lombardy Poplars, 5 to 6 ft., 1-yr. from cuttings.

Strawberries

Chinese Elms, 5 to 6 ft. Lining-out Shrubs

SANGALLI NURSERY

1001 S. 13th ST., PEKIN, ILL.

For Lining-out and Finished Nursery
Stock refer to our ad in the February
15 issue.

FAIRVIEW NURSERIES, Inc.

Day and night phone: Anthony 6175
R.F.D. 11 Fort Wayne 8, Ind.

BURTON'S
HEADQUARTERS FOR
EVERGREEN GRAFTS, TRANSPLANTED
EVERGREENS, SHRUB LINERS.
BARE ITEMS YOU DO NOT
FIND IN MOST LISTS!
Write!
HILLTOP NURSERIES
EASTOWN, OHIO



Growers of a complete line of deciduous and coniferous species.

JEWELL NURSERIES, INC.
Lake City, Minn.

Northern-grown Stock

Send
for
Price
List.

J. V. BAILEY NURSERIES
St. Paul 6, Minn.

ORNAMENTALS TREES SHRUBS EVERGREENS

Wholesale growers of a general assortment for the best landscape plantings.

BRYANT'S NURSERIES
Princeton, Illinois



EVERGREENS

Growers of Quality Evergreens
Lining-out Stock a Specialty
Write for Trade List

EVERGREEN NURSERY CO.
Established 1884 : STURGEON BAY, WIS.



Wholesale growers of the best
Ornamental Evergreens,
Deciduous Trees,
Shrubs and Roses
Write for our current trade list.

THE KALLAY BROTHERS CO.
Painesville, Ohio

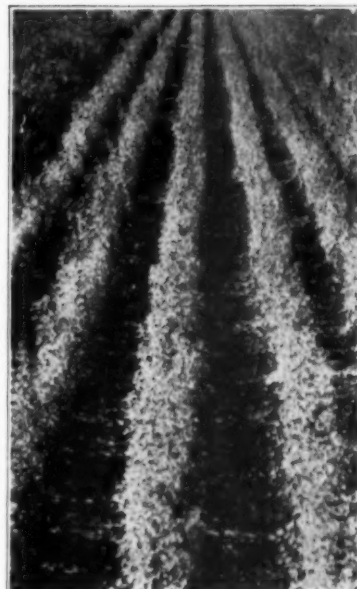
either in an orchard or in a nursery that exhibited any tendency toward disease symptoms should be removed. In addition, where trees are being propagated a checking system should be established so that plants budded from one mother tree can be kept separate.

Bulb Growers' Problems.

Although not many bulb growers were in attendance at the nurserymen's sessions, those who grew these crops or those who intended to enter this field received some helpful pointers from the next talk by Dr. Charles Gould, state experiment station. In general, bulbs growing in this area are in good condition. For those few diseases which gained a bit of ground during the war years because of lack of labor to maintain control, Dr. Gould had some ready remedies. The practice of continuous culling during the growing season is still one of the excellent disease controls. The use of Bordeaux and Penetrol as a spray for fungus disease attacking the foliage of trees was recommended. Nematodes can be controlled by a hot-water bath during the dormant season. Dr. Gould also mentioned several materials used successfully for control of bulb rots, as a result of which increase in production sometimes amounts to as much as fifteen per cent.

The Nurserymen's Responsibility.

Dr. T. A. Merrill, head of the department of horticulture at Washington State College, concluded the afternoon program with a talk on "The Nurseryman's Responsibility to the Fruit Industry." While the title of the talk included the fruit industries, the remarks broadened to cover problems in growing ornamentals as well. Dr. Merrill said that nurserymen are looked upon by the public as a dependable source of information regarding the growing of all kinds of plants. Nurserymen should not betray this trust, but should follow a definite program for improvement of their products. As an initial step, nurserymen should be sure that their plants are correctly named. Nothing is more harmful to an individual's business than to sell a tree or an orchard of trees that five years later turn out to be the wrong variety. In this regard, Dr. Merrill mentioned the work being carried on at the experiment station at Prosser by Dr. Schultz. The work there is set up to determine ways of identifying fruit trees in the foliage stage. Nurserymen should make an effort correctly to store and handle their



These are not peach trees, but we have those, too, in **Golden Jubilee, Halehaven, Elberta, Redhaven** and **J. H. Hale**; well grown, well dug and well graded.

	11/16-9/16-7/16-5/16-				
Each at	in.	in.	in.	in.	
100 rate...	\$0.55	\$0.45	\$0.35	\$0.25	
Each at					
1000 rate...	.50	.40	.30	.20	

Shipment at any time. Please order in units of 20 and give shipping instructions.

NEWPORT NURSERY CO.
Newport, Mich.

LAKE'S
SHENANDOAH NURSERIES
Shenandoah, Iowa.

Wholesale growers of
a fine assortment of

GENERAL NURSERY STOCK
Your inquiries will be appreciated.

ROOT YOUR OWN CUTTINGS IN SAND

In a Box, Greenhouse or Hotbed. Scientific instructions, including culture. Price, \$1.00. It is easy, in an amazingly short time, to root cuttings of Camellias, Azaleas, Gardenias, Roses, Evergreens and other plants, in sand, any time of the year, with our simple instructions.

NATIONAL NURSERIES
Dept. AN Bixby, Miss.

Northern-grown Stock FOR SPRING PLANTING

	Per	Per
2-yr. Seedlings.	100	1000
American Arborvitae	\$3.00	\$25.00
Mugho Pine	3.00	25.00
Norway Spruce	3.00	25.00
Colorado Blue Spruce	3.00	25.00
Douglas Fir	3.50	30.00
Black Spruce	3.00	25.00
Juniperus Scopulorum, 1-yr.	3.00	25.00
Platte River Red Cedar, 1-yr.	2.50	20.00

CEDAR and JUNIPER

100 per cent blight free.

	Per	Per
Transplants, Balsam Fir,	100	1000
6 to 8 ins.	10.00	\$ 80.00
8 to 12 ins.	12.00	100.00

SHRUBS

Pink Tat. Honeysuckle,	Per 100	Per 1000
12 to 20 ins.	\$5.00	\$45.00
6 to 12 ins.	3.00	25.00

Jap. Barberry Transplants, 8 to 10 ins.	6.00	50.00
--	------	-------

Above stock is of the best. Special prices on 10,000 or more. Cash with order please.

J. R. PALMER & SON
Blackduck, Minn.

COMPLETE ASSORTMENT OF

Evergreens, Fruit Trees, Shade
Trees, Roses and Lining-out Stock.

Write for complete list.

ONARGA NURSERY CO.
Onarga, Ill.

SHADE TREES, FLOWERING SHRUBS, VINES and EVERGREENS

Lining-out Stock

Write for wholesale
price list.

SCRUGGS NURSERY
Route 7 McMinnville, Tenn.

ATTENTION Nurserymen and Propagators

Are you interested in securing a monopoly on a very beautiful, useful and hardy Hybrid Juniper? For description and snapshot, address

OTIS S. BEBEE
Route 3 Alexandria, Ind.

plants in all stages so that quality will be of the highest when the plant reaches the customer. Varieties of unknown quality should be thoroughly tested before being recommended to a customer. Lastly, the effort should be made to produce the highest-quality product. The third-grade and cull plants should be destroyed because they are a poor investment for whomever might attempt to plant them.

Banquet.

At the evening banquet Dr. John Hanley was toastmaster. Dr. J. C. Knott, of Washington State College, spoke, and some colored motion pictures taken by Frank Bonnell, of the Bonnell Nurseries, Renton, during his tours of Europe in the past two years were shown.

Dr. Knott briefly outlined the history of legislation that has enabled colleges to offer educational opportunities, experiment station services and extension service to the public. The responsibilities of agriculture to the rest of society is that of producing goods at a reasonable price, retaining the values of the soil and developing the human resources of its workers. Agricultural workers should be entitled to a standard of living equal to that of any other production group as well as a freedom of opportunity and a certain amount of security in their family life. Dr. Knott cited ways in which Washington State College was helping to attain these objectives. The college has a well developed Institute of Agricultural Sciences at Pullman, eight experiment stations and many extension workers throughout the state. The large number of experiment stations is necessary because of the generally irregular topography of the state and its many different types of soils and growing conditions. The college is governed in part by advisory boards made up of presidents of some eighty organizations devoted to different agricultural, horticultural and veterinarian pursuits.

The motion pictures shown by Mr. Bonnell were outstanding in their colorful reproduction of European scenes. Mr. Bonnell was one of the first nurserymen to enter that area after the war for the study of available plant materials. His pictures showed many scenes of historical buildings and parks throughout France, Belgium, Holland, England and Ireland.

Soil Nutrition.

The morning session of the following day was under the chairmanship of Dr. T. A. Merrill. He introduced

NATIVE EVERGREENS

ILEX OPACA.	Per	Per
American Holly.	100	1000
3 to 6 inches.	\$2.50	\$20.00
6 to 9 inches.	3.50	30.00
9 to 12 inches.	5.00	40.00
JUNIPERUS VIRGINIANA.		
Red Cedar.		
3 to 6 inches.	2.00	15.00
6 to 9 inches.	3.00	25.00
9 to 12 inches.	4.00	35.00
KALMIA LATIFOLIA.		
Mt. Laurel.		
3 to 6 inches.	3.00	25.00
6 to 9 inches.	4.00	35.00
9 to 12 inches.	5.00	40.00

RHODODENDRON

MAXIMUM.		
Rosebay Rho.		
2 to 4 inches.	3.00	25.00
4 to 6 inches.	4.00	35.00

TSUGA CANADENSIS.

Can. Hemlock.		
3 to 6 inches.	2.00	15.00
6 to 9 inches.	3.00	25.00
9 to 12 inches.	4.00	35.00

All stock will be well packed and guaranteed to reach you in good condition.

O. H. PERRY NURSERY CO.
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WRITE US ABOUT—

- Shade Trees
- Flowering Shrubs
- Hardwood Cuttings
- Collected Stock
- Vines and Berry Plants

THE A. C. CLARK NURSERY
Route 2 McMinnville, Tenn.

EVERGREEN SEEDLINGS

(Collected)

	Per 1000
Ilex opaca , 4 to 6 ins.	\$10.00
6 to 12 ins.	15.00
Kalmia latifolia , 4 to 6 ins.	10.00
6 to 12 ins.	15.00
12 to 18 ins.	30.00
Tsuga canadensis (Hemlock),	
4 to 6 ins.	10.00
6 to 12 ins.	15.00
12 to 18 ins.	30.00

Write for special prices on lots of 5000 and up.

NOLERIDGE NURSERIES
P. O. Box 26 McMinnville, Tenn.

ROSEBUSHES

Write for our variety list and prices.
Satisfaction guaranteed.

M. OLIVER FLOWER FARMS
P. O. Box 86 Tyler, Texas

LINING-OUT ROSES

Budded, 2-yr., field-grown. They will make fine plants. Priced right. Send for list and prices today.

OZARKS PLANT FARMS, INC.
Route 3 Springfield, Mo.

Dr. S. C. Vandecaveye, head of the soils department at Washington State College. Few persons realize that the soil has an intricate system of circulation, respiration and digestion. The circulatory system, made up largely of water, carries chemicals through the soil to the plant roots. The respiratory system consists of the gases and air in the soil, which are necessary for the proper function of the digestive system, made up of the minute animal and vegetable organisms that exist in the soil. If one of these systems is out of balance, the entire soil can become ill just the same as animals and humans. The first step, of course, is a diagnosis of the cause.

In experiments with the ills of soils, Dr. Vandecaveye has used leaf lettuce as a good indicator, because it responds rapidly to any changes in the soil. Some orchard soils have become ill because of an excess amount of arsenic, the residue of many applications of this spray to the foliage of the tree. Other soils may look fine, but will not produce as they should. An example of this is the soil in which a fir forest has grown. Through a test of the soils as well as of the plant materials themselves it is now possible to solve some of the problems.

Future Nurserymen.

In answer to the question "Where Are Our Future Nurserymen Coming From?" Mrs. L. N. Roberson offered some seasoned advice. Mrs. Roberson, of the L. N. Roberson Co., Seattle, is president of the Washington chapter of the A. A. N. The present lack of stock is a good indication of the need for more trained nurserymen. An effort should be made to make the business as attractive as possible to qualified persons. There are in this area approximately between 700 and 1,000 nurseries. Only about seventy-four students at Washington State College are studying in the department of horticulture. By the time graduates of this department are divided between research and teaching organizations there will not be many left for the nursery industry.

To cope with the situation Mrs. Roberson advocated the following program: Improve conditions as much as possible in the nursery to make it inviting to young people. Establish some method to help students choose this uncrowded field. This could be done through qualified advisory work. Welcome students to the industry whether they are undergraduates just scouting about or whether they are graduates. Information about

WE QUOTE ALL GRADES OF APPLE, CHERRY, PLUM, PEACH and APRICOT.

Also

APPLE and PEAR SEEDLINGS

Write for special prices.

L. R. TAYLOR & SONS

Topeka, Kan.

Phone: 35009

Phone: 35019

SWEET CHERRIES and PEACHES CHERRIES, Two-Year-Old and One-Year Whips

Our regular line is fairly complete on all Fruit and Ornamental stock. We will gladly quote special prices at any time. Real bargains on large quantities. Order at once and avoid trouble in covering later.

ILGENFRITZ NURSERIES, Inc.

The Monroe Nursery
Get the Best

Monroe, Mich.
Buy Ilgenfritz

NEWBURGH RASPBERRIES

5000, No. 1 grade, extra-heavy roots.
\$5.50 per 100; \$50.00 per 1000.

TAMARIX AFRICANA

500, 2-year transplants, 3 to 4 ft.
\$4.50 per 10; \$35.00 per 1000.

Packing free; cash, please.

HART'S WHOLESALE NURSERY

P. O. Box 423

Pocatello, Idaho

500,000

Hardy Mums—Cushion Mums
Hardy English

CHRYSANTHEMUMS
NEW

Red Cushion Papoose

Field clumps, field divisions, rooted cuttings and 2-inch pots.

Write for quotations.

ELKHART NURSERY CO.

R. R. 5

Elkhart 1, Ind.

Old English BOXWOOD

(Wholesale Only)

All slow-grown dense specimens. Red clay soil. Priced by height and spread. 18x12 ins. to 24x22 ins. in unlimited quantities. Also large specimens up to 5 ft. Write for price list.

BOXWOOD GARDENS

Mrs. R. P. Rayer

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WHOLESALE NURSERY STOCK

Cushion Chrysanthemums, No. 1 rooted div.

General Line of Small Fruit Plants

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Amur River North Privet Hedge

O.K. NURSERY

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Buchanan, Mich.

SNEED NURSERY COMPANY

P. O. Box 798

Oklahoma City, Okla.

IMMEDIATE SHIPMENT

50,000	Cumberland Black Raspberry Ties	Per 1000
2000	Buddled Charming, 2-yr., No. 1	\$ 35.00
2000	New Adams Elderberry, 2 to 3 ft.	150.00
255	Rhus Cotinus, 2 to 3 ft.	Each \$0.35
80	Rhus Cotinus, 3 to 4 ft.	.40
500	Clematis Paniculata, 2-yr., No. 1	.30
2500	Hall's Honeysuckle, 2-yr., No. 1	.15

FRUIT TREES

Thrifty—Well Grown—Heavily Rooted

SOUR CHERRIES				
	11/16	9/16	7/16	5/16
	in.	in.	in.	in.
2-yr. Each	\$0.90	\$0.75	\$0.60	\$0.40
Montmorency	350	300	...	...
Ex. Richmond	350	300	...	...

SWEET CHERRIES				
	11/16	9/16	7/16	5/16
	in.	in.	in.	in.
1-yr. Each	\$0.75	\$0.60	\$0.40	...
Aug. Supreme	90	8	25	...
Napoleon	150	40	90	...
Early Seneca	65	...	20	...
Bik, Tartarian	...	80	...	...
Windsor	45	140	45	...

PEAR				
	11/16	9/16	7/16	5/16
	in.	in.	in.	in.
2-yr. Each	\$0.90	\$0.75	\$0.60	\$0.40
Bartlett	15	8	2	...
Duchess	60	18	...	...
Gorham	80	50	25	10
Seckel	50	35	...	...

APRICOT, Manchurian				
	11/16	9/16	7/16	5/16
	in.	in.	in.	in.
2-yr. Each	\$0.60	\$0.50	\$0.40	...
200	100	100	...	...
5000 Mahaleb Cherry, No. 1, 2/16-in.	\$30.00 per 1000.			

All items for immediate shipment subject to prior sale

Send for complete trade list.

W. N. SCARFF'S SONS

New Carlisle, Ohio

CERTIFIED BLUEBERRY PLANTS

1-year Rooted Cuttings, 2 and 3-year Nursery Plants, all varieties; propagated from stock taken from our own productive farms. **Guaranteed True to Name.** SEND FOR RIGHT WHOLESALE PRICES.

GALLETTA BROTHERS'

BLUEBERRY FARMS
Hammon, New Jersey

Concord and Niagara Grapevines, heavy, 1-yr.

Peach Trees, up to 6 to 7 ft.

Berberis Thunbergi, 2-yr. trans.

Write for quotations.

WILLOWBEND NURSERY

Davis Rd. Perry, Ohio

the nursery industry should be made available to these people.

Concluding Speakers.

Through a series of charts, Dr. J. W. Caddick, assistant professor of landscape gardening at Washington State College, demonstrated the importance of this work. The charts showed that after a period of ten years an investment of money in plants or landscaping increased tremendously in value, while an investment in any item of furniture or equipment about the home decreased in value in the same period. Professor Caddick stressed the importance of courses in landscape appreciation in all schools. These courses are offered to any students, not necessarily those majoring in horticulture. The effect, of course, is to make more persons plant-conscious and aware of some of the more important aspects of good gardens. Many of these persons will in time become good customers of nursery products because of this training.

The final event of the morning program was a bit of crystal gazing by Charles Morrison, prominent fruit grower of Zillah. His talk, "Looking Into the Future of the Nursery Business," was opened by a few statements regarding the necessity of rigid inspection of nursery products and orchard products. The Washington state nursery improvement program was commended. However, there are some varieties of fruits as well as of ornamental plants that are in need of improvement. As it takes a long time to bring about improvements of this kind, Mr. Morrison suggested the establishment of a program of plant breeding by the state college.

Tour May Nursery Co.

The afternoon was given to a tour of the storage and packing departments of the May Nursery Co., which has its headquarters at Yakima. Both F. W. May and Ray Beam were hosts to the group.

About 400 acres are devoted to the production of nursery stock. Fruit trees and fruit tree seedlings, shade and ornamental trees, roses, perennials and small fruits comprise the line of stock shipped. A considerable amount of fruit trees and fruit tree seedlings are grown on contract for middle western and eastern nurseries. The firm has agents covering Washington, Oregon, Idaho, Montana and Utah. It supplies and processes a mail-order account covering the territory west of the Rocky mountains. Retail salesyards and offices are main-

BLUEBERRIES

Vaccinium Corymbosum

Growers of Plants and Rooted

Cuttings of Quality.

Prices sent at your request.

H. B. Scammell & Son

Blueberry Nurserymen

Toms River, N. J.

Growers of Blueberries
since 1920.

ILGENFRITZ NURSERIES, INC.

The Monroe Nursery Monroe, Mich.

MICHIGAN-GROWN PEACH TREES

	Each
	Per 100
3/4-in.	\$0.65
1 1/16-in.	.55
9/16-in.	.45
7/16-in.	.35
5/16-in.	.20

A good assortment of most standard varieties of Trees, Shrubs, Roses, Evergreens and Fruits. Specials on Willows, Mt. Ash, Pfitzer Juniper, Taxus and many others. Send for prices and order early.

GET THE BEST

BUY ILGENFRITZ

RED LAKE CURRANTS

RED RASPBERRIES

Hansen's BUSH CHERRY

PARADISE ASPARAGUS

ANDREWS NURSERY CO.

FARIBAULT, MINN.

AMUR RIVER NORTH PRIVET CUTTINGS

Genuine Amur River North Privet cuttings, wood cut from proven "Mother Blocks." All cuttings hand sorted. \$2.25 per 1000 in lots of 5000 or more. Cash with order, packing free.

ALTA VISTA NURSERIES, Davenport, Iowa

tained at Yakima and Richland, Wash.

Facilities include two insulated warehouses at Yakima, one 74x140 feet and the other 40x50 feet. At the growing grounds there is an insulated storage 50x108 feet. The enlarged storage room recently completed includes a refrigerated room 20x24 feet with controlled humidity for the storage of softwood items. There is a methyl bromide fumigation chamber for control of insects. The packing room includes many modern time-saving devices for rapid and efficient packing of nursery stock, among them conveyor belts and rapid-calculating weighing machines.

A. A. N. Chapter Meeting.

After the meeting of the state association, chapter 28 of the American Association of Nurserymen held a special meeting. Mrs. L. N. Roberson, president, presided, and about sixteen members were present.

The question of delegates was discussed. Mr. and Mrs. R. E. Tindall, Tindall's Nursery, Bothell, and Ray Adams, Richmond Beach Nursery, Richmond, are the delegates to the national convention in July. Howard Andrews, Mountain Meadow Nursery, Monroe, extended the hospitality of that city for a meeting of the A. A. N. chapter on April 11. At that time the group is invited to tour the Mountain Meadow Nursery. Officers of chapter 28 plan to meet with the officers of the Washington State Nurserymen's Association at Wenatchee on February 28 to make plans for the summer meeting to be held at Wenatchee through the courtesy of W. D. Plough, Columbia & Okanogan Nursery Co.

Present at the meeting at Yakima were the following A. A. N. members: Mr. and Mrs. L. N. Roberson, Mr. and Mrs. R. E. Tindall, Dick Williams, Ray Adams, William Schwab, Harold Hopkins, John Van Dyke, Paul Mortenson, Charles Morrison, B. R. Sturm, F. W. May, Ray Beam, Mr. and Mrs. W. D. Plough, Gordon W. Plough, Alfred Janish, Frank Stanek, John Strander and Mr. and Mrs. Howard Andrews. Visiting from Oregon were James Doty, F. A. Doerfler, Willard Doerfler and Mr. and Mrs. Lynn.

THE Tri-State Landscape Nursery, operated by Kenneth Draper, is now located on Outer Lincoln avenue, three miles east of the city limits of Evansville, Ind., where the firm last year purchased twenty acres. Last summer a 32x44-foot concrete block building and a 50-foot shed for trucks and equipment were erected.

SOUTHERN NURSERY & LANDSCAPE CO.

Established 1872
Winchester, Tenn.

Increase sales, handle first quality. Write for complete wholesale list of Fruit Trees, Evergreens, Shrubs, etc.

APPLES, 2-yr. Br.

1-in., 5 to 6 ft.	\$0.60
11/16-in., 5 to 6 ft.	.40
9/16-in., 4 to 5 ft.	.35
7/16-in., 3 to 4 ft.	.28

Double, Red Delicious
Early Harvest
Grimes Golden
Jonathan
Lodi
Milton
McIntosh
Red Jonathan
Stayman
Winesap
Red Rome Beauty
Yellow Delicious
Yellow Transparent

5-N-1 APPLES

Well formed heads

1-in., 5 to 6 ft.	\$1.50
11/16-in., 5 to 6 ft.	1.25
9/16-in., 4 to 5 ft.	1.00
7/16-in., 3 to 4 ft.	.85

PEACHES, 1-yr.

1-in., 5 to 6 ft.	\$0.60
11/16-in., 5 to 6 ft.	.40
9/16-in., 4 to 5 ft.	.35
7/16-in., 3 to 4 ft.	.25
5/16-in., 2 to 3 ft.	.18

Belle of Georgia
Dixired
Dixigem
Elberta
Golden Jubilee
Halehaven
Redhaven
J. H. Hale
Sullivan's Early Elberta
Southland

JUNE-BUDDED PEACH

1 1/2 to 2 1/2 ins.	\$0.12
2 to 3 ft.	.15
3 to 4 ft.	.25

Dixired
Dixigem
Redhaven
Halehaven
Golden Jubilee
Sullivan's Early Elberta
Elberta
Shippers Late Red

Mention The American Nurseryman when you write.

CERTIFIED AND GUARANTEED

direct from grower to you

BLUEBERRY NURSERY STOCK

Scions, Rooted Cuttings and 1 to 4-yr.-old plants.

Let us quote you our low prices.

We will deliver any order of 10,000 or more plants direct to you. (Radius of 1,000 miles.)

G. ALLOWAY & SON
Marlton Pike and Webster Ave.
Merchantville, N. J.

CONCORD GRAPE PLANTS

FINEST QUALITY No. 1

Large stock of honestly graded, State-inspected Concord Grape Plants at money-saving prices. Also a limited quantity of No. 2 Concord Grape Plants. Here is your opportunity to make some real money. Write today for Stahelin's attractive prices.

STAHELIN'S NURSERY
Bridgman, Mich.

NOTICE!!

We still have a few thousand, 1 and 2-year-old Cherry, Pear, Plum, Apricot, Apple and Peach in leading varieties. 10,000 Amur River North Privet, 18 to 24 ins., 7c each; 2 to 3 ft., 9c each; 3 to 4 ft., 14c each.

Sweet Gum, Chinese Elm and American Ash, 2-in., 3-in. and 4-in. caliper. GRAFTS—Apple, Pear, Quince and Flowering Crab and SCION WOOD.

EGYPTIAN NURSERY &
LANDSCAPE CO.
PHONE 64 FARINA, ILL.

ENGLISH WALNUTS

The "CIRCASSIAN," our own variety. Russian X Polish, hardest known. 3 years old, produces large papershell nuts; should bear in 4 years. 2 1/2 to 3 ft. and 3 to 4 ft., sturdy, branched and unbranched; \$1.25 and \$1.50 in lots of 20 or more.

H. H. CORSAN

Grower of Hardy Nut Trees.

HILLSDALE, MICH.

To the trade only.

FRUIT TREES

Apple, Peach, Pear, Plum and Cherry.

Write for price list.

GOLDEN EAGLE NURSERY
Golden Eagle, Ill.

FRUIT TREES

One-year-old Montmorency, Fellenberg and Stanley Fruns.
Excellent trees. Reasonably priced.

EDWARD BACON & SON
Danville, N. Y.

MAHALEB SEEDLINGS

10,000 No. 2
30,000 No. 3

Write for special prices.

ROGERS WHOLESALE NURSERIES
WINFIELD, KAN.

CULTIVATED BLUEBERRY PLANTS

Certified, stunt-free. Guaranteed true to name and age. Well branched, with fruit buds. Can ship to any state. Write for prices and sizes. Descriptive folder.

JOSEPH G. O'NEILL & SON
P. O. Box 32-A Moorestown, N. J.

VIRGINIA MEETING.

[Continued from page 10.]

low. However, before the discussions were begun, it was announced that the committee reports of the association would be heard.

A. J. Shoosmith, Southside Nurseries, Richmond, chairman of the executive committee, reported that the present rate of association dues did not provide adequate funds satisfactorily to meet the high costs entailed in the association activities. He asked if the members thought that the association should continue its meetings on the same basis as had been the case at the previous meeting at Alexandria and the present meeting at Richmond. He announced that consideration was being given to the place of the next meeting and that an invitation had already been received from the Hotel Roanoke, Roanoke, inviting the association to hold its meetings there in 1949.

E. M. Quillen, Waynesboro Nurseries, Inc., Waynesboro, chairman, spoke briefly concerning the activities of the legislative committee.

Leroy Snow, Snow's Nursery, Charlottesville, chairman of the membership committee, announced that new applications for membership were being received and introduced two new applicants, C. F. Daley, C. F. Daley & Sons, Inc., Onancock, and R. F. Perciful, Kilmarnock Nursery, Kilmarnock.

A. S. Gresham, Jr., Gresham's Nursery, Richmond, chairman of the program committee for the winter meeting, said that he wished to express the appreciation of the association to the Richmond members for extending their generous hospitality at the present meeting.

Moultrie H. Lanier, representative of Greenbrier Farms, Inc., Norfolk, at Richmond, secretary-treasurer of the Virginia Nurserymen's Association, reported that the finances of the association were in slightly better condition than they had been at the time of the meeting at Alexandria. He stated that the expenses of the present meeting would be somewhat more than had been anticipated.

Announcement was made that Samuel H. Thrasher, Greenbrier Farms, Inc., Norfolk, had extended the hospitality of his firm to the association if the next meeting should be held in the Norfolk area.

A motion was made by Samuel H. Thrasher and seconded that the executive committee determine the place of the next meeting, and the membership voted its approval.

Devoted to azaleas, the program for the session was opened by Dr. F. P. Fletcher, Richmond, an azalea

SPECIAL OFFERS—PEACH TREES

The Trees offered are grown from our own buds from our producing commercial orchards and are intended for sale to southern Illinois orchardists. Adverse circumstances to orchardists in this region have curtailed planting this season to such a degree that these sacrifice offers must be made.

2-yr. PEACH TREES	Each	Total
1520 Reg. ELBERTA, 7/16-in.	\$0.25	\$380.00
1760 Reg. ELBERTA, 9/16-in.	.30	528.00
730 Reg. ELBERTA, 11/16-in.	.35	255.50
160 HALEHAVEN, 7/16-in.	.25	40.00
170 HALEHAVEN, 9/16-in.	.30	51.00
80 HALEHAVEN, 11/16-in.	.35	28.00

4420 Total 2-yr. Peach Trees for.....\$1,392.50

SPECIAL OFFER—Free packing and delivery in our truck, up to 500 miles, to purchasers of entire lot. Or, \$1,200.00 cash buys the lot; you come for it.

June-Budded PEACH TREES	Each	Total
5000 Reg. ELBERTA, 18 to 24 ins.	\$0.12½	\$ 625.00
5000 Reg. ELBERTA, 24 to 30 ins.	.15	750.00
280 GAGE ELBERTA, 12 to 18 ins.	.10	28.00
320 GAGE ELBERTA, 18 to 24 ins.	.12½	40.00
140 GAGE ELBERTA, 24 to 30 ins.	.15	21.00
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980 Early ELBERTA, 24 to 30 ins.	.15	147.00
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740 HALEHAVEN, 24 to 30 ins.	.15	111.00
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14,260 June-budded Peach Trees for.....\$2,017.00

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APPLE—2-year Grafts

	Per 10	Per 100
11/16-in.	\$5.50	\$45.00
9/16-in.	4.50	40.00
7/16-in.	3.50	30.00

Varieties: Double Red Jonathan, Double Red Delicious, Yellow Delicious, Black Ben, Maiden Blush, Wealthy, Willow Twig, Red Rome and Transparent.

PEACH—Dormant Buds

	Per 10	Per 100
11/16-in.	\$5.50	\$45.00
9/16-in.	4.50	40.00
7/16-in.	3.50	30.00
5/16-in.	2.50	20.00

Varieties: Elberta, Early Elberta, Halehaven, Golden Jubilee, Belle of Georgia, J. H. Hale and Elberta Ching.

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CHERRY	Per 100
2-year, 1-in.	\$100.00
2-year, 1 1/16-in.	90.00
2-year, 9/16-in.	80.00
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	Per 1000
Latham Raspberries, 1/2-in. and up.	\$ 60.00
Latham Raspberries, No. 1, 3/16-in.	48.00
Latham Raspberries, medium.	32.00
Chief Raspberries, No. 1, 3/16-in.	48.00
MacDonald Rhubarb, No. 1.	200.00
Chipman's Canada Red Rhubarb, No. 1, div.	280.00

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Really nice, collected **Native Red Cedars**; beautiful tops and good roots, at following low prices:

5 to 10 ins., \$20.00 per 1000; 10 to 15 ins., \$35.00 per 1000; 15 to 24 ins., \$7.50 per 100; 2 to 3 ft., \$12.50 per 100; 3 to 4 ft., \$17.50 per 100.

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fancier with fifteen years' experience. Speaking on the subject of "What I Expect to Get When I Buy Azaleas," Dr. Fletcher emphasized the fact that nurserymen should bear in mind that the azalea grower is not to be classified as an amateur and that, for that reason, all nurserymen should be prepared to present stock of superior quality when azaleas are offered for sale.

"Soil Preparation" was discussed by Mrs. W. N. Roper, Petersburg; E. M. Quillen, Waynesboro Nurseries, Inc., Waynesboro, and S. D. Tankard, Tankard Nurseries, Exmore. It was concluded that the present practices employed in the preparation of soil for the planting of azaleas were insuring maximum results.

C. F. Daley, C. F. Daley & Sons, spoke on the subject of "Planting Azaleas for the Customer and Their Care, Watering, Mulching, Cultivation and Feeding" in the absence of Fred Heutte, superintendent of parks, Norfolk, who was unable to be present because of illness. Mr. Daley mentioned the agreement on soil preparation reached by the three previous speakers, but said that he wished to stress three points in regard to azalea planting which he believed were of value to all nurserymen—digging the azalea bed correctly, preparing the soil correctly and planting correctly. He added that he believed a moderate amount of emphasis on artificial mulching was sufficient. In conclusion, he stated that a good policy is always to give the customer the most for his money.

T. D. Watkins, Watkins Nurseries, Midlothian, led the discussion that followed, reporting the tremendous amount of money and wasted time he had spent in attempting to combat the damage done by the white fly in azalea growing. He recommended a solution of Garden Volck, twice normal strength, plus the addition of nicotine sulphate to combat the pest successfully.

In discussing the need for alkaline soil to insure the best and most satisfactory growth of the cotoneaster, Dr. A. G. Smith, Jr., offered to conduct experiments along this line if fifteen or twenty plants could be provided for the experimental laboratory at the institute. A. S. Gresham, Jr., Gresham's Nursery, Richmond, offered to provide the necessary plants.

Following the official luncheon, C. R. Willey, assistant state entomologist of Virginia, spoke on "Disease and Its Control." Mr. Willey emphasized a rule which he declared was the most basic criterion he could offer in regard to the topic at hand: "Spray and pray, and wait in hope."

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PEAR, 7/16-in., 5/16-in.
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APPLE, 11/16-in., 9/16-in., 7/16-in.
Anoka, Black Ben, Dark Red Delicious, Grimes, Dark Red Jonathan, Lodi, Turley, Red Willow Twig, Yellow Delicious, York, Virginia Crab.

PEACH, all grades.
Alton, Belle of Georgia, Champion, Elberta, Early Elberta, Fair's Beauty, Golden Jubilee, Halehaven, Red Haven, Indian Blood, J. H. Hale.

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ELMER J. MERZ, Executive Secretary
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SECRETARY'S ADDRESS.

The new executive secretary of the California Association of Nurserymen, Elmer J. Merz, took over his duties February 1 and now maintains offices at 304 Mitau building, Eighth and Jay streets, Sacramento 14, Cal. The phone number is 4-6242.

CENTRAL CALIFORNIANS HEAR DR. PRITCHARD.

Although many nurserymen were obliged to travel a greater distance than usual for the meeting of the Central California Nurserymen's Association February 12 at the Hidden Valley Dude Ranch, Mission San Jose, the attendance was unusually large, and many employees and guests were present.

President Frank B. James, E. James Nursery, Oakland, called the meeting to order, and Dr. A. Earl Pritchard, of the department of entomology, University of California, Berkeley, the speaker for the evening, discussed "New Insecticides." Formerly of Oklahoma A. and M. College, Stillwater, Dr. Pritchard has devoted his attention, since coming to California, to the greenhouses and nurseries of the San Francisco bay area in an effort to solve some of the insect problems of the growers.

Dr. Pritchard told of the newest insecticide, 4322, which was developed in Germany. He said that it shows most promise as a general bug killer and that as yet no serious drawbacks to its use have been found. The insecticide apparently has no residual effect either upon the plants or upon the soil and is relatively safe to use. It controls a greater variety of insect pests than other insecticides, and it remains active on the plants for a comparatively longer time, thus tending to control insects which hatch out or appear on the plants some time after the spraying has been done. The supply of 4322 is at present limited, but several large firms, which manufacture insecticides, may introduce 4322 formulas on the market this spring or summer.

Other insecticides mentioned by Dr. Pritchard included DDT, which, he said, is now the most widely used and is still the most popular of the insecticides. There are over 200 DDT formulas registered with the state de-

partment of agriculture, which are available to consumers in the state. Some of them, of course, are not suitable for spraying on plants, but are used only in barns, homes and other such places. DDT is more limited in its uses than many persons realize, and in general, it replaces only arsenate of lead and thus may be used only where lead sprays were effective. Some plants absorb the DDT, and therefore this insecticide should not be recommended too freely for edible plants, since it may be toxic to humans and animals.

Another new insecticide mentioned was BHC, which is one of the best for all-around purposes and is likely to become more popular when its objectionable odor, which remains in the flowers and food parts, is remedied. Dr. Pritchard cited a case in the east in which several hundred thousand potatoes were left lying on the ground because of the taint left by BHC. While the insecticide does not control mealy bugs, it is excellent for the control of spiders, thrips, midges and leaf miners.

Dr. Pritchard considered the new insecticides which are known primarily as organic phosphates to be of great value. These include insecti-

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cides now sold under such trade names as Bladex, Vaportone and Bladin. They are effective two weeks after application, and they control cyclamen mites and other hard-to-control pests. Although they are slower in their action, examination a few weeks after application shows excellent control.

Dr. Pritchard concluded his talk by stating that there are many thousands of new chemicals being tested, prophesying, that many new developments would be forthcoming. However, he added that to date oil base sprays are still the best general purpose sprays and that it was up to the nurseryman and the florist to learn which of the oil base sprays contains the best active ingredient for his particular requirement.

At the conclusion of his talk, Dr. Pritchard answered the members' questions.

Clarence G. Perkins, Jackson & Perkins Co. of California, Pleasanton, announced that the Alameda county

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Francis A. Robinson, president, is a partner of Robinson & Parham, member of American Association of Nurserymen; in active professional landscape practice for 36 years.

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fair would be held again this year at Pleasanton and reported that about \$25,000 was available for horticultural prizes and that an equal amount had been appropriated for landscaping the fairgrounds. He expressed the hope that members of the Central California Nurserymen's Association would bid on the landscape work. Herman S. Sandkuhle, Sunset Nursery Co., Oakland, past president of the association, is chairman of the horticultural department of the fair.

R. D. Hartman, Leonard Coates Nurseries, Inc., San Jose, who was celebrating his birthday that evening, told of the aims and purposes of the California Horticultural Council, of which he is president this year. Every member of the Central California association is a member of the council, and Mr. Hartman asked for more active participation by the members in the work of the council.

President James announced that Jack Snyder had been appointed by the board of directors to fill the vacancy on the board until the next regular election. He also stated that it behooved all the members to support tree-planting day February 22, an annual observance which was proclaimed by the governor of California.

The next meeting of the association will be held March 11.

W. B. B.

MONTHLY MEETING OF TRI-COUNTY CHAPTER.

The sixty-sixth monthly meeting of the tri-county chapter of the California Association of Nurserymen was held January 23 at the Barbara hotel, Santa Barbara.

Guests who were present at the excellent dinner included Wray Hiltabrand, assistant supervisor of the state nursery inspection service; Mr. Kennedy, of the state compensation office; Roy Allin and Mr. Treavor, of the Santa Barbara agricultural commissioner's office; Mr. and Mrs. L. B. Merrick, L. B. Merrick Nurseries, Whittier, and Mr. Harris, of the Southern Pacific Milling Co., San Bernardino.

New members were greeted, and dues were collected. A good representation from the California Polytechnic School, San Luis Obispo, demonstrated the loyalty of the group in making the long trip necessary to attend the chapter meeting.

After the dinner, the members adjourned to a comfortable meeting room where the business session was called to order by President L. T. Clearwater, Valley Nursery, Santa Paula.

The minutes of the previous meet-



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APPLE,	Per 1000
No. 1	\$25.00
No. 2	18.00
No. 4	10.00
MAZZARD and MAHALEB,	
1/4-in. and up	28.00
No. 1	26.00
No. 2	20.00
No. 3	15.00
No. 4	12.00
MYROBALAN,	
1/4-in. and up	28.00
No. 1	26.00

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5 at 10 rate; 50 at 100 rate.

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	Spring dug.	Per 1000
500 5 to 6 ft.		\$90.00
2000 4 to 5 ft.		65.00
5000 3 to 4 ft.		45.00
10,000 2 to 3 ft.		25.00
9000 12 to 18 ins.		15.00
8000 6 to 12 ins.		8.00

Good straight stems, well graded and splendidly rooted.

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ing were read and approved. President Clearwater nominated the following members to serve on the membership committee for their respective localities so that the tri-county area may be covered completely: H. Brown, of the California Polytechnic School, San Luis Obispo; B. T. Kallman, Kallman's Garden Nursery, Santa Barbara; Ralph Curtis, Mound Nurseries, Ventura, who will also serve for the Oxnard area; Mr. Brooden, Santa Paula, and C. Mayro Warren, Ventura, who will serve in the Piru area.

A discussion of the critical water situation brought suggestions that the secretary be instructed to write the proper authorities presenting a resolution in support of their water program and that on radio programs sponsored by nurseries the public be advised as to the use of mulches and soapy water saved from household uses.

B. T. Kallman, Kallman's Garden Nursery, Santa Barbara, reported that Paul C. Moulder, acting secretary of the California Association of Nurserymen, had telephoned him offering the cooperation of the state association office in any action nurserymen of the area might undertake.

Mr. Hiltabrand advised the members that a new directory of licensed nurseries would be out soon. License fees have been raised to \$15. Mr. Hiltabrand reported that additional revenue was needed to meet wage increases, advanced operating expenses in the field, the cost of additional fieldmen to carry on the pinto tag inspection and the extra registration of citrus, to locate persons operating without a license and to increase the efficiency of the men already in the field by providing them with assistants. The nursery inspection service is still working toward a plan by which new applicants for nursery licenses will have to pass an examination.

Mr. Kennedy, of the state compensation office, presented an excellent talk on avoiding accidents in the nursery. He demonstrated the proper method of lifting heavy cans without injury to the worker.

It was voted that the following applications for membership be accepted: Ott Hardware Co., Santa Barbara, and Turk Hessellund.

Mr. Allin and Mr. Trearlor discussed several new pests and weeds. An important part of the talk was the description of the land snails recently apprehended by the inspector. The land snail measures four inches across and can eat a head of lettuce. Fortunately, the soldier who imported these pests without knowing their



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destructive capacity sent only six of them. They were sent to a supply house in the east, and their spread was checked by inspectors. Previously, they were taken to the Pacific islands by the Japanese for food. Mr. Allin related the history of the mango fly and the citrus black fly, describing how they were spotted and the battle which was waged against them. He discussed dry bark on citrus and told how it may be recognized, how it is caused and how it may be treated. In conclusion, he showed slides of noxious weeds and the work being done with the use of 2,4-D.

Henry B. Stribling, Sec'y.

HORTICULTURAL SOCIETY PRESENTS AWARD.

The "bouquet of the year" for 1947 was presented posthumously February 1 to the late Otto Niedermuller, landscape gardener of Santa Barbara, by the Santa Barbara County Horticultural Society.

Awarded annually by the society to the person or institution performing the greatest service to floriculture and agriculture and in making Santa Barbara a better place in which to live, the bouquet, together with a scroll setting forth some of Mr. Niedermuller's contributions, was received by Mrs. Niedermuller, his widow.

A resident of Santa Barbara for forty years, the late Mr. Niedermuller was active in Santa Barbara flower shows for many years and was a charter member of the Santa Barbara County Horticultural Society. He landscaped numerous estates and institutions in the locality and was an authority on plants and their care.

The presentation was made by Bert T. Kallman, Kallman's Garden Nursery, Santa Barbara, past president of the society; Jack Horner, president, and Leland Holiday, a director. The scroll also bore the signatures of Henry B. Stribling, Kallman's Garden Nursery, Santa Barbara, secretary of the society; A. B. Lytel, treasurer, and John Scott, director.

THE Park View Florist & Nursery were recently opened at Newton, Kan., by N. B. and A. E. Stahlheber.

MORE than 300 gardenias were presented to visitors the opening day of the new quarters of the Big Valley Nursery & Florist Shop, Third and Fourth streets, Lakeport, Cal.

THE new mailing address of the Encino Nurseries & Landscape Studios, formerly at 15933 Ventura boulevard, Encino, Cal., is 1155 Fuller avenue, Los Angeles 46, Cal.

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"Over Half a Century"—Since 1890
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Mountain-plains Meeting

By George W. Kelly

A good attendance marked the Rocky mountain-plains horticultural conference, sponsored by the Colorado Forestry and Horticultural Association, which was held February 2 and 3 at Denver and voted by everyone present to have been extremely worth while. The purpose of the meeting was to bring together the nurserymen, landscape men, tree men, scientific horticulturists and amateur gardeners of the region to discuss their mutual problems. Because of the diversity of climatic conditions in the area, cultural conditions differ as do suitable lists of plants. Even insects and diseases affect plants differently over this region. While the population is thin in the area compared with older, more settled sections of the country, this region of limited rainfall, alkaline soil and drying winter sun covers about one-third of the United States. Few authors or editors recognize this country at all; so it seemed best for the horticulturists living there to work out their own methods.

The keynote address was given Monday morning, February 2, by Dr. A. C. Hildreth, superintendent of the Wyoming horticultural field station at Cheyenne. He called attention to the great need for research and the small amount that is being done at present. Clinton Wasser, range conservationist, Colorado A. & M. College, Fort Collins, continued the session with a discussion of "Climatic Differences."

Monday afternoon, Homer J. Henney, director of the agricultural experiment station, Fort Collins, opened the session with a report on what was being done and what should be done in the way of research at Fort Collins. The remainder of the afternoon was devoted to a panel discussion of plants for the area. Local experts were called upon to present their ideas as to suitable evergreens, trees, shrubs, perennials and roses.

Monday evening, Carl Fenner, city forester, Lansing, Mich., gave a fine illustrated talk on "The City Forestry System of Lansing." As a result of this talk many cities have adopted an improved city forestry ordinance. Fred C. McKown, city forester, Colorado Springs, presented an outline of how street trees are handled at Colorado Springs.

Tuesday morning's session was opened with a discussion of "Chlorosis, a Deficiency Symptom," by A. F.

Hoffman, orchard soils specialist, Grand Junction, Colo. Dr. Thomas Martin, dean of the college of applied science, Brigham Young University, Provo, Utah, presented a fascinating talk on "Soil Fertility and Microbiology," which will be remembered by everyone present. The afternoon session was devoted to insect problems, with talks and discussions led by N. D. Wygant, Gordon Mickle and Paul Morrow. A Canadian film entitled "Insects in Action" was shown.

The final session Tuesday evening was given over to the annual dinner of the Colorado Forestry and Horticulture Association, which was attended by 177 persons. Mrs. John Evans, president of the association, announced that the membership has grown to over 2,600 persons and that

the association's magazine, Green Thumb, would be issued monthly in the future. It was also announced that the library which has been established at Horticulture House will be named the Helen Fowler Library in honor of Mrs. Helen Fowler, owner of the Shadow Valley Gardens, Wheat Ridge, who has done much to make this library possible.

The speakers for the evening were S. R. DeBoer, landscape architect, Denver, who discussed "Peculiarities of Landscape Design in the Rocky Mountains," and Arthur H. Carhart, whose topic was "Conservation Needs in Colorado."

The committee in charge of this conference included Scott W. Wilmore, W. W. Wilmore Nurseries, Denver; Charles Drage, extension horticulturist; M. Walter Pesman, landscape architect; William Gunesch, soils specialist, and George W. Kelly, Arapahoe Acres Nursery, Littleton.

Plans are now being made for a larger conference to be held next year.

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CATALOGS RECEIVED.

Arborist Supply Co., Rye, N. Y.—Trade catalog, illustrated (Bulletin No. 6), of tree surgeons' supplies, 12 pages, 8 $\frac{3}{8}$ x10 $\frac{3}{4}$ inches.

Benton County Nursery Co., Rogers, Ark.—Trade list of trees, shrubs, fruits and flowers, 6 pages, 3 $\frac{5}{8}$ x8 $\frac{1}{2}$ inches. Also retail catalog of general nursery stock, 32 pages and cover, 7 $\frac{1}{2}$ x10 $\frac{1}{2}$ inches.

Brown Bros. Co., Rochester, N. Y.—Wholesale trade list of fruits, trees, shrubs and perennials, 6 pages, 5 $\frac{3}{4}$ x9 $\frac{1}{2}$ inches.

Bryant's Nurseries, Princeton, Ill.—Wholesale price list of general nursery stock, 28 pages, 6x9 inches.

Chase Nursery Co., Chase, Ala.—Trade price list of spring surplus roses, shrubs, vines and lining-out stock, 8 pages, 7 $\frac{1}{2}$ x9 inches.

Evergreen Nursery Co., Sturgeon Bay, Wis.—Wholesale trade list of evergreen and deciduous lining-out stock, 4 pages, folded, 6 $\frac{1}{4}$ x8 $\frac{1}{2}$ inches.

Guldemon's, Newport, R. I.—Trade list of vegetable and flower seeds and gladiolus bulbs grown in Holland, 44 pages, 4x9 inches.

Lake's Shenandoah Nurseries, Shenandoah, Ia.—Wholesale trade list of trees and shrubs, roses, perennials and bulbs, 48 pages, 6x9 inches.

Martin's Rose Nursery, Arp, Tex.—Wholesale list of roses, 4 pages, 3 $\frac{3}{4}$ x8 $\frac{1}{2}$ inches.

Milton Nursery Co., Milton, Ore.—Wholesale trade list of shade and ornamental flowering trees and fruit tree seedlings, 8 pages, 4x9 inches.

Mount Arbor Nurseries, Shenandoah, Ia.—Wholesale trade list of fruits, trees, shrubs, roses, perennials and bulbs, 68 pages, 6x9 inches.

Possum Hollow Nurseries, Philadelphia, Pa.—Trade list of lining-out stock, 2 pages, 5 $\frac{1}{2}$ x13 $\frac{1}{2}$ inches.

Rich & Sons Nursery, Hillsboro, Ore.—Trade catalog, illustrated partly in color, of nuts, fruits, roses and bulbs, 48 pages, 8 $\frac{1}{2}$ x11 inches.

Tankard Nurseries, Exmore, Va.—Wholesale price list of azaleas, broad-leaved evergreens, conifers, shrubs and trees, 6 pages, 3 $\frac{3}{4}$ x8 $\frac{3}{4}$ inches.

John Vermeulen & Son, Inc., Westbury, N. Y.—Trade list of lining-out stock, 12 pages, 4x9 $\frac{1}{4}$ inches.

Isaac Langley Williams, Exeter, N. H.—Wholesale trade list of hardy native lilies, orchids, ferns, aquatic and bog plants, wild flowers, deciduous trees, shrubs and evergreens, 16 pages, 6x9 inches.

Willis Nursery Co., Ottawa, Kan.—Wholesale price list of general nursery stock, 20 pages and cover, 5 $\frac{1}{2}$ x8 $\frac{3}{4}$ inches.

Andrews Nursery Co., Faribault, Minn.—Retail catalog, illustrated partly in color, of fruits, flowers, trees and shrubs, 48 pages, 8 $\frac{1}{2}$ x11 inches.

Call's Nurseries, Perry, O.—Retail catalog, illustrated in color, of shrubs, evergreens, roses, trees and fruits, 16 pages, 6 $\frac{3}{8}$ x9 $\frac{3}{4}$ inches.

Daniels Nursery, Long Lake, Minn.—Retail catalog, illustrated, of shrubs, roses, trees, evergreens, perennials and fruits, 32 pages, 8 $\frac{1}{2}$ x11 inches.

Duncan & Davies, Ltd., New Plymouth, New Zealand.—Retail catalog of general nursery stock, 124 pages and cover, 4 $\frac{3}{4}$ x7 inches.

Earl Ferris Nursery, Hampton, Ia.—Re-

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4 to 8 ins.	5.50	50.00
Golden Arb., 2-yr. T.		
4 to 8 ins.	7.00	65.00
Goldapire Arb., 2-yr. T.		
4 to 8 ins.	7.00	65.00
Colo. Blue Spruce, 2-yr. S.		
1 to 3 ins.	2.50	20.00
Black Spruce, 2-yr. S.		
2 to 6 ins.	2.50	20.00
Black Hills White Spruce, 2-yr. S., 1 to 3 ins.		
2-yr. S., 1 to 3 ins.	2.50	20.00
Norway Spruce, 2-yr. S.		
3 to 4 ins.	2.50	20.00
Mugho Pine, 2-yr. S.		
2 to 6 ins.	3.50	30.00
Silver Maple, average 3 ft.	5.50	50.00

JOHN G. ZELENA

R. 2, Box 293 Grand Haven, Mich.

Norway or Red Pine, xx, 24 to 32 ins., \$7.50 per 10. White Spruce, xx, 36 ins. average, \$10.00 per 10.

Packing free.

HAYWARD GREENHOUSE

Hayward, Wis.

KALMIA LATIFOLIA, native plants, collected. Stocky lining-out plants, 8 to 10 ins., \$16.00 per 100. F.O.B. Laurel Springs.

WILLIAM H. JONES, Nurseryman

Berlin Rd. Laurel Springs, N. J.

LINING-OUT STOCK

PLAY SAFE: Place your order early. Please send cash with order, except in instances where customer has established credit on our books.

Each per 100

Biota aurea nana, 2 1/2-in. pots	\$0.18
Juniperus chinensis pfitzeriana, 3 to 4 ins., liners	.10
4 to 6 ins., liners	.15
6 to 8 ins., liners	.16 1/2
2 1/2-in. pots	.18
Juniperus chin. pfitzeriana nana, 3 to 4 ins., liners	.15
4 to 6 ins., liners	.18
Jun. chin. pfitzeriana compacta, 3 to 4 ins., liners	.15
2 1/2-in. pots	.20
Jun. com. columnaris compacta, 4 to 6 ins., liners	.15
4 to 8 ins., liners	.16 1/2
Jun. com. compacta, 2 1/2-in. pots	.15
Jun. com. ashfordi, 3 to 4 ins., liners	.10
4 to 6 ins., liners	.12
6 to 8 ins., liners	.15
Jun. com. kiyomii, 2 1/2-in. pots	.20
2 1/2-in. pots	.20
Jun. japonica virginialis, 6 to 8 ins., liners	.15
2 1/2-in. pots	.18
Jun. sabina tamaricifolia, 4 to 6 ins., liners	.15
2 1/2-in. pots	.16
Retinopora squarrosa veitchii, 2 1/2-in. pots	.18
Taxus cuspidata, 2 1/2-in. pots	.20
Thuja occidentalis pyramidalis, 4 to 6 ins., liners	.15
2 1/2-in. pots	.15
2 1/2-in. pots	.20
Abelia Edward Goucher, 2 1/2-in. pots	.12
Berberis argentiana, 2 1/2-in. pots	.15
Buxus sempervirens, 3 to 4 ins., liners	.08
4 to 6 ins., liners	.10
Buxus balearica, 12 to 15 ins., field-grown	.25
Camellia Sasanqua, Maiden's Blush, Pink, 2 1/2-in. pots	.15
Gardenia fortunei, 2 1/2-in. pots	.12
Ilex crenata, 2 1/2-in. pots	.12
Ilex crenata rotundifolia, 2 1/2-in. pots	.12
Jasminum floridum, 2 1/2-in. pots	.10
Ligustrum lucidum compactum, 4 to 6 ins., liners	.08
6 to 8 ins., liners	.10
2 1/2-in. pots	.12
2 1/2-in. pots	.12
Mahonia bealei, 2 1/2-in. pots	.10
Viburnum tinus, 4 to 6 ins., liners	.08
6 to 8 ins., liners	.10
Althaea amplifolia, 18 to 24 ins., well branched	.15
18 to 24 ins., well branched	.15
Red-leaved Barbary, 4 to 6 ins., liners	.06
6 to 8 ins., liners	.07
8 to 12 ins., liners	.09
2 1/2-in. pots	.12
Cydonia japonica, 6 to 8 ins., liners	.05
8 to 12 ins., liners	.07
Exochorda grandiflora, 3 to 4 ft., branched	.25
Kerria japonica floraplena, 4 to 6 ins., liners	.05
6 to 8 ins., liners	.06
2 1/2-in. pots	.10
2 1/2-in. pots	.12
Lonicera Flaming Beauty, 4 to 6 ins., liners	.12
6 to 8 ins., liners	.15
8 to 12 ins., liners	.15
Magnolia liliiflora, 2 1/2-in. pots	.25
Magnolia soulangeana nigra, 2 1/2-in. pots	.25
12 to 18 ins., rooted layers	.50
Pink-flowering Almond, 4 to 6 ins., liners	.08
6 to 8 ins., liners	.10
2 1/2-in. pots	.12
Spiraea Anthony Waterer, 3 to 4 ins., liners	.04
4 to 6 ins., liners	.06
6 to 8 ins., liners	.08
8 to 12 ins., liners	.10
Spiraea reevesiana floraplena, 6 to 8 ins., liners	.10
8 to 12 ins., liners	.12
Spiraea vanhouttei, 18 to 24 ins., well branched	.12
2 to 3 ft., well branched	.15
Vitex agnuscastus, 4 to 6 ins., liners	.05
6 to 8 ins., liners	.08
8 to 12 ins., liners	.06
18 to 24 ins., liners	.08
Weigela Eva Rathke, 4 to 6 ins., liners	.08
8 to 12 ins., liners	.12
18 to 24 ins., liners	.15
Weigela rosea, 8 to 12 ins., liners	.03
12 to 18 ins., liners	.05
18 to 24 ins., branched liners	.06
California Privet, grafting grade	.03
4 canes and up	.04

T. G. OWEN & SON, INC.

Columbus, Mississippi

TAXUS CAPITATA

We have a block of 10,000 upright Yews that we are now offering for sale. Every plant is a compact, tightly sheared specimen. Let us book your order now for spring shipment.

1 1/2 to 2 ft.	Each \$2.25
2 to 2 1/2 ft.	4.00
2 1/2 to 3 ft.	6.00

WOODBOURNE CULTURAL NURSERIES, INC.

Office: Jericho Turnpike, New Hyde Park, L.I., N.Y. Phone: Fieldstone 7-2129; Nurseries: Lower Half Hollow Rd., Melville, L.I., N.Y.

LINING-OUT STOCK

Grafted stock, 2 1/2-in. May shipment.

	Per 100	Per 1000
Acer pal. atrop.	\$75.00	
Acer dia. atrop.	75.00	
Cornus florida rubra	50.00	
Pinus strobus nana	50.00	
Pinus cembro	50.00	
Ret. obt. nana gracil.	50.00	
Tsuga sargentii	50.00	
1-yr. bedded outside		
Ilex crenata	\$30.00	\$275.00
Ilex bullata	30.00	
Franklinia alatanaha	75.00	
Juniperus dep. plum.	20.00	175.00
Taxus hicksii	15.00	125.00
Taxus hatfieldi	17.50	150.00
Taxus cuspidata	15.00	125.00
Taxus capitata	25.00	250.00
Taxus brevifolia	20.00	200.00
Taxus can. stricta	15.00	150.00
Taxus densa	16.00	150.00
Seedlings and Transplants		
Abies douglasii, 2-yr. S.	Per 100	Per 1000
Abies balsamea, 2-yr. S.	4.00	35.00
Cryptomeria jap., 1-yr. S.	2.50	20.00
Picea excelsa, 2-yr. S.	2.50	15.00
Picea pungens, 2-yr. S.	3.50	30.00
Picea pungens, 3-yr. S.	4.50	40.00
Pinus mughus, 2-yr. S.	2.50	20.00
Pinus mughus, 2-yr. Tr.	7.00	60.00
Pinus strobus, 2-yr. S.	3.00	25.00
Pinus sylvestris, 2-yr. S.	3.00	25.00
Syringa vulgaris, 1-yr. S.	3.00	25.00
Taxus capitata, 1-yr. S.	15.00	125.00
Tsuga canadensis, 1-yr. S.	3.50	25.00
4 to 6 ins., 2-yr. Tr.	7.00	60.00
6 to 9 ins., 3-yr. Tr.	11.00	100.00
9 to 12 ins., 4-yr. Tr.	16.00	150.00

Complete list on request.

VERKAEDE NURSERIES, Wayne, N. J.

JUNIPERS

For Spring Delivery

	Per 100	Per 1000
ADMIRABILIS, blue-green creeper, 6 to 9 ins., X.	\$18.00	
12 to 15 ins., XX	45.00	
ANDORRA, 12 to 15 ins., XX	45.00	
KOSTER, 6 to 9 ins., X	25.00	
PATHFINDER, 6 to 9 ins., X, cuttings	35.00	
PFITZER, 6 to 9 ins., X	20.00	
PFITZER, GOLDEN, 6 to 9 ins., X	25.00	
SAVIN, 6 to 9 ins., X	25.00	
VIRGINIANA, PLATY RIVER, 4 to 6 ins., X, field-grown	8.00	
6 to 9 ins., X, field-grown	12.00	
All our lining-out evergreens are dug bare root, puddled and packed in moss. Grafts shipped from pots. Packing and boxing at cost. Ten per cent discount on 1000 lots.		

NERRASKA NURSERIES, INC.

4815 "O" St. Lincoln 8, Neb.

LINING-OUT STOCK FOR SPRING

SHIPMENT

Pot-grown—ready for field planting.

	Per 100	Per 1000
Huxus arboreascens, T.P.	\$15.00	
Huxus sempervirens, T.P.	17.50	
Juniperus depressa plumosa, 2 1/2-in.	15.00	
Juniperus excelsa stricta, 2 1/2-in.	17.50	
Juniperus hibernica, 2 1/2-in.	15.00	
Juniperus horizontalis, 2 1/2-in.	15.00	
Juniperus pfitzeriana, 2 1/2-in.	22.50	
Taxus capitata, 2 1/2-in.	22.50	
Taxus cuspidata, 2 1/2-in.	20.00	
Taxus hicksii, 2 1/2-in.	20.00	
Thuja elegantissima, 2 1/2-in.	20.00	
Thuja hoveyi, 2 1/2-in.	15.00	
Thuja pyramidalis, 2 1/2-in.	20.00	
Thuja pyramidalis, Improved, 2 1/2-in.	20.00	
Thuja woodwardii, 2 1/2-in.	17.50	
Euonymus coloratus, 2-in.	12.00	
Euonymus radicans erecta, 2-in.	12.00	
Kerria japonica fl. pl., 2 1/2-in.	12.00	
Orders accepted subject to prior sale.		
2% discount for cash with order.		

THE HOLLANDIA GARDENS

South Vienna, Ohio

SCARCE LINING-OUT STOCK

From field rows, heavy, T.T.

	Each	Per 100
Upright Yew, 12 to 15 ins.	\$1.00	
From seeds		
Spreading Yew, 12 to 15 ins.	.90	
Hicks Yew, 12 to 15 ins.	.90	
Brown's Yew, 12 to 15 ins.	.90	
Hatfield Yew, 12 to 15 ins.	.90	
Dwarf Yew, 8 to 10 ins.	.75	
Halloran Yew, 10 to 12 ins.	.75	
Thayer's Yew, 10 to 12 ins.	.75	
Canada Hemlock, 12 to 18 ins.	.50	
Once transplanted		
Pyramidal Yew, 10 to 12 ins.	.45	
Intermediate Yew, 10 to 12 ins.	.45	
Anderson Yew, 10 to 12 ins.	.45	
Hunnevell Yew, 10 to 12 ins.	.45	

Not less than 25 of one variety.

Cash with order, please.

VILLA PARK EVERGREEN CO.

Villa Park, Ill.

HEAVY DOUGLAS FIR, Transplanted Liners

	Per 100	Per 1000
6 to 9 ins.	\$15.00	
9 to 12 ins.	20.00	
12 to 15 ins.	25.00	

ROSEMONT GARDENS

Cedar Rapids, Ia.

EVERGREENS—Continued

EVERGREEN LINERS
Rooted cuttings, \$9.50 per 100, \$90.00 per 1000.

Pfitzer Juniper
Pyramidal Arborvitae
1-yr. Evergreens, from 2x2-in. plant bands,
\$18.00 per 100, \$175.00 per 1000.
Pfitzer Juniper
Pyramidal Arborvitae
Irish Juniper
Brown's Yew
Spreading Yew
Hick's Yew
Hunnell Yew
1-yr. Evergreens from 2 1/4-in. rose pots,
\$21.00 per 100, \$200.00 per 1000.
Pfitzer Juniper
Brown's Yew
Spreading Yew
Shipment after May 1 to states reciprocal
with Ill. 300 at 1000 rate. Cash with order
or C.O.D.
HENRY NURSERIES Henry, Ill.

TRANSPLANTED LINING-OUT
EVERGREENS

	Per 100	Per 1000
Colo. Blue Spruce, 3 to 6 ins., x. \$7.50	\$65.00	
Norway Spruce, 3 to 7 ins., x. 6.50	60.00	
White Spruce, 3 to 6 ins., x. 6.00	50.00	
Red Spruce, 6 to 18 ins., xx. 10.00	85.00	
Canadian Hemlock, 6 to 12 ins., x. 15.00	100.00	

SEEDLINGS

Scotch Pine, 4 to 8 ins., x. 5.00	40.00
Scotch Pine, 2 to 4 ins., x. 3.50	30.00
American Red Pine, 3 to 5 ins., x. 5.00	40.00
Douglas Fir, 4 to 10 ins., x. 7.50	60.00
Douglas Fir, 3 to 6 ins., x. 4.00	40.00

Minimum order \$10.00. Cash, please.
SUNCREST EVERGREEN NURSERIES
Johnstown, Pa.

EVERGREEN LINERS—Field-grown.
4 to 6 ins., \$10.00 per 100; 6 to 8 ins., \$12.50
per 100; 8 to 12 ins., \$15.00 per 100.
Juniperus communis (English)
Juniperus communis cracovia (Polish)
Juniperus communis hibernica (Irish)
Juniperus excelsa stricta (Greek)
Juniperus horizontalis glauca (Blue
Creeping)
Juniperus horizontalis plumosa (Andorra)
Juniperus sabina (Savin)
Juniperus sabina tamariscifolia (Tamarix
Savin)
Cash with order, no packing charge.
EYERS NURSERY CO.
Chase, Ala.

FOR SPRING DELIVERY. OPEN-FIELD,
ROOTED CUTTINGS. These cuttings are
well rooted and large enough to go out in
the open field this spring.

	Per 1000
Andorra Juniper, 6 to 10 ins., x. 80.00	
Ashford Juniper, 6 to 8 ins., x. 100.00	
English Juniper, 8 to 12 ins., x. 100.00	
Irish Juniper, 8 to 12 ins., x. 100.00	
Irish Juniper, 6 to 8 ins., x. 100.00	
Polish Juniper, 6 to 10 ins., x. 100.00	
Pfitzer Juniper, 6 to 8 ins., x. 150.00	
Savin Juniper, 6 to 8 ins., x. 90.00	

25 per cent cash with order, balance C.O.D.
WYMAN NURSERY
Kokola Springs, Miss.

LANDSCAPING SIZES, XXX, B&B
COLORADO SPRUCE (Picea pungens) Each
400 18 to 24 ins., x. \$1.10
150 2 to 3 1/2 ft., x. 1.75
100 2 1/2 to 3 ft., x. 2.50
50 3 to 3 1/2 ft., x. 3.00
NORWAY SPRUCE
20 2 1/2 to 3 ft., x. 1.50
20 3 to 3 1/2 ft., x. 1.75
20 3 1/2 to 4 ft., x. 2.25
20 4 to 5 ft., x. 3.00
Reduced for early spring digging as we
need the space. F.O.B. nursery; no boxing.
Truck deliveries within 100 miles, \$25.00.
BROOKFIELD GARDENS, Delaware, N. J.

GRAFTS

Canariti, burki, glauca, betzi and pfitzeri-
ana Juniper grafts on virginiana understock
for spring delivery, at \$40.00 per 100; \$35.00
per 1000, 300 take 1000 rate. Cash only, and
free packing. Good grafts on virginiana
understock are in short supply, due to a
shortage of good understock. Better order
early.

YEW ROOTED CUTTINGS

Capitata, cuspidata and hicksii for spring
delivery, \$10.00 per 100.
T. C. CRUME NURSERY & LANDSCAPE CO.
Florence, Ky.

LINING-OUT STOCK

A full selection of the better Taxus, etc.,
4 to 6 ins., 6 to 8 ins., and 8 to 10 ins.
Also scarce Broad-leaved items. Prices
right. Can ship anywhere. Send for new
Spring list.

POSSUM HOLLOW NURSERIES
6327 Magnolia St. Philadelphia 44, Pa.

NANDINAS, FROM OUTSIDE BEDS
Size Per 100 Per 1000
3 to 4 ins., x. \$6.00 \$65.00
4 to 6 ins., x. 8.00 75.00
TRAUERNICHT NURSERY CO.
400 N. Sylvania Ave. Fort Worth 11, Tex.

GARDENIAS

Hadley and Veitchi
10 to 18-inch liners, \$10.00 per 100; \$80.00
per 1000. Check with orders.
NATIONAL NURSERIES, Biloxi, Miss.

Pieris japonica, 2-yr. tr., 8 to 12 ins.
Azalea Altacianensis, 2-yr. tr., 4 to 10 ins.
Azalea Babeuf, 2-yr. tr., 4 to 10 ins.
Rhododendron ponticum, grafting size.
Rhododendron hybrid seedlings, 6 to 10 ins.
Picea excelsa, grafting size.
Acer palmatum atrop., seedlings, 2-yr. tr., 6
to 10 ins.
Thuja (Blota) orientalis, understock, once
transplanted, suitable for grafting.
Samples and prices on application.
RHODE ISLAND NURSERIES
Newport, R. I.

RHODODENDRON UNDERSTOCKS
Catalpa, ponticum, Discolor, twice
tripl., 2-yr.-old with ball, 6 to 8 ins.,
strong plants, 30c each. Extra-strong plants,
40c each.
50, minimum order; crating free; cash
with order. F. O. B. Nursery.
RICHARD P. KESSEL
Mulino, Ore.

SELLING OUT

The entire nursery stock of Greenbrook
Nurseries, Inc., consisting of 80 acres of Ever-
greens, in all sizes, must be sold. All stock
placed in blocks, row-run, in ground. Will be
pleased to have you inspect our nursery.

BETWEEN HIGHWAY 29 AND GREENBROOK RD.
BOUND BROOK, N. J.

LINING-OUT STOCK, SPRING 1948
Select items of quality lining-out stock of
Evergreens and Shrubs. Rooted Cuttings,
Grafts and Transplants for early and late
spring shipment. Send for our list and order
early.

JOHN VERMEULEN & SONS, INC.
Westbury, L. I., N. Y.

NANDINA LINERS. Spring delivery. Just
right for potting or planting in coldframes.
\$40.00 per 1000, \$75.00 per 2000.
JORDAN NURSERIES
Milledgeville, Ga.

LINING-OUT STOCK
Price list on request.
GIRARD BROS. NURSERY
Geneva, Ohio

One transplanted Taxus hatfieldi, hicksii
and cuspidata; Hemlock and Pfitzer Juniper.
Get acquainted with Brookfield Evergreens.
BROOKFIELD GARDENS Delaware, N. J.

CHINESE ARBORVITAE from seedbeds,
6 to 12 ins., \$50.00 per 1000.
LUKE NURSERY
Paula Valley, Okla.

HEMLOCKS—RHODODENDRON—KALMIA
AZALEAS
CURTIS NURSERIES Callicoon, N. Y.

FRUIT TREES

APPLES—Yellow Delicious, Red Delicious,
King David, Kennard, Lodi, Lockhart and
Smokehouse.

	Each
2 to 3 ft., x. \$0.25	
3 to 4 ft., x. .35	
4 to 5 ft., x. .45	

Holland Apples, ordered in connection with
other apples, 20c higher.

PEARS—Kieffer, Douglas and Lincoln.
Each
1 to 2 ft., x. \$0.40
2 to 3 ft., x. .50
3 to 4 ft., x. .60

PLUMS—Sapa, Shabo, Endicott, Methley and
Waneta.

	Each
2 to 3 ft., x. \$0.30	
3 to 4 ft., x. .40	
4 to 5 ft., x. .50	

PEACH—Early Wheeler, J. H. Hale, Hale-
haven, Surprise, Salberta, Southaven and
Frank. All dormant buds, branched and
heavy caliper.

	Each
2 to 3 ft., x. \$0.30	
3 to 4 ft., x. .40	
4 to 5 ft., x. .50	

QUINCE—Well branched, 35c each.
MUSCADINE—James and Scup-
pernon, 75c each.

Orchid Crape Myrtle Each
1 to 2 ft., x. \$0.10
2 to 3 ft., x. .15
Cash with order, except established ac-
counts; packing free.

FITZGERALD NURSERY, Stephenville, Tex.
2000 Sour Cherry Trees, 2-yr.
1000 Sweet Cherry Trees, 1-yr.
500 Manchurian Apricot, 2-yr.

See our display ad on page 55 for varieties
and prices.

	Per 1000
50,000 Cumberland Raspberry Tips, x. \$35.00	
5,000 Mahaleb Cherry, No. 1, x. 35.00	
2,000 Adams Elderberry, 2 to 3 ft., x. 250.00	
4,000 Boysenberry Trpl., heavy, x. 80.00	

Immediate shipment on all items.
W. N. SCARFF'S SONS, New Carlisle, Ohio

EXCELSIOR PLUMS

A Glen hybrid, first offered for sale by us
in 1922. Best for the south ever since.
Grafted on Marianna plum roots.

	Each
4 to 5 ft., x. \$0.85	
5 to 6 ft., x. 1.00	

Cash from new customers, please. Mini-
mum order 25 trees. Our usual guarantee.
No packing charge.

GLEN SAINT MARY NURSERIES CO.
Box 51 Glen Saint Mary, Fla.

PEACH AND APPLE TREES

Peaches, heavy dormant buds.
Peaches: 4 to 6 ins., 35c; 3 to 4 ins., 25c;
2 to 3 ins., 15c.
Dixigem Hiley Belle
Slappy Belle of Ga.
Golden Jubilee J. H. Hale
Elberta Mayflower
Apples: 4 to 6 ins., 35c; 3 to 4 ins., 25c.
Yates Grimes Golden
Winesap Stayman
Delicious, Red Turkey
York Imperial Yellow Delicious
Guaranteed to be of highest quality and
true to name. Ask for special quotations on
5,000 and up. Ask for our prices on Glads,
Dahlias, etc.

GILMORE PLANT & BULB CO.

Julian, N. C.

Excellent Stocks

JUNE BUD PEACHES

For the south and lower south.
Angel, 2 to 3 ft. and 3 to 4 ft.
Babcock, 2 to 3 ft.
Dorothy N., 2 to 3 ft. and 3 to 4 ft.
Elberta, 2 to 3 ft. and 3 to 4 ft.
Jewel, 2 to 3 ft. and 3 to 4 ft.
Lutichau, 2 to 3 ft.
Mayflower, 3 to 4 ft.
Prices: 2 to 3 ft., 50c; 3 to 4 ft., 55c each.
Cash from new customers, please. Our usual
guarantee. Minimum order 25 trees. No
packing charge.

GLEN SAINT MARY NURSERIES CO.
Box 51 Glen Saint Mary, Fla.

We have a good supply of the finest dor-
mant bud peach and apricot trees that we
have ever grown. Offer the trade this season.
Our trees are heavy caliper, straight and
well rooted. Also have a good supply of pecan
trees in leading varieties. Write for wholesale
prices.

COCKRELL'S RIVERSIDE NURSERY
Route 1 Goldthwaite, Texas

HARDY GRAFTED NUT TREES

Crath Carpathian English Walnut, Black
Walnut, Butternut, Heartnut. Orders for less
than 10 not accepted. Price list on request.
BERNATH'S NURSERY
R. D. 1 Poughkeepsie, N. Y.

CHERRIES, 1-yr. dormant buds, 11/16 in.,
4 to 5 ft., 90c each; 1/2-in. and up, 4 to 6 ft.,
\$1.00 each; Montmorency, Early Richmond
and English Morello.

BENTON COUNTY NURSERY CO.
Rogers, Ark.

FRUIT TREES

Sweet and Sour Cherries, Apples and
Pears. Write for prices.

DRAKE'S NURSERIES
G-4342 Branch Rd., Flint, Mich.

HARDY PLANTS

NEW, HARDY, CHOICE PERENNIALS

	Per doz.	Per 100
ASTER VIOLETTA. Best deep violet-purple. Field-grown, x. \$3.50	\$20.00	

CAMPANULA BLUE GAB
DENIA. Large, double, bright
blue. Pot plants, x. 4.00
 25.00 | |

CAMPANULA BLUETTE
Lovely, pale blue sister of
above. Pot plants, x. 5.00
 25.00 | |

CARNATION ADELAI
BEAUTY. Large, double, car-
mine. Pot plants, x. 3.50
 20.00 | |

CARNATION LUCIA. Hardy,
deep salmon-pink. Pot plants, x. 3.50
 20.00 | |

SHASTA DAISY ADMIRAL
BYRD. Large, semidouble,
white. One of the best and
hardest. Pot plants, x. 4.50
 30.00 | |

HEUCHERA PINK DELIGHT
Lovely pink, white base. Pot
plants, x. 3.50
 20.00 | |

MYOSOTIS PINK BEAUTY
Popular, hardy, pink forget-
me-nots. Pot plants, x. 3.00
 18.00 | |

PHLOX DIVARICATA LAF
HAMI. Lilac-blue, dwarf.
Pot plants, x. 3.50
 20.00 | |

POLYANTHUS COLOSSAL
STRAIN MIXED. Wide range
of reds, pinks, creams, two-
toned, etc. Field-grown, x. 3.50
 20.00 | |

PYRETHRUM MRS. D. C.
BLISS. Lovely, single salmon-
on-pink. Pot plants, x. 4.00
 25.00 | |

VERONICA BLUE PETER
New, navy-blue flowers. Pot
plants, x. 3.50
 20.00 | |

The DELPHINIUM OF TOMORROW
LYONDEL GIANT HYBRIDS

Massive Spikes—Stately—Majestic—Colorful.

A new strain especially selected for its
large-size flowers and wide range of beautiful
colors. Doubles, semidoubles and singles. Ex-
tremely hardy.

Large field-grown plants, \$4.00 per doz.,
\$25.00 per 100.

Quality plants; strong roots. Packing at
cost.

CORLISS BROS. Inc., NURSERIES
Reynard Street Gloucester, Mass.

PERENNIALS

New and Standard Kinds.

A most modern and complete selection.

New Wholesale List now ready.

Send for your Free Copy Now.

CARROLL GARDENS
Box 15 Westminster, Md.

HARDY CHRYSANTHEMUMS

Newer varieties, never offered before at wholesale prices. The Ohio hybrids are developed at Rocknoll and are winter-hardy without snow cover. Try these.

ROOTED CUTTINGS

NAME	REDS	REDS	10	25	100
BONFIRE, P.; full dbl. bright red; Oct. 1.....			\$1.35	\$2.50	\$ 8.00
BOUGAINVILLE, P.; terra cotta; Ohio hybrid; Oct. 10.....	1.75	4.00	15.00		
BRILLIANCE, P.; red-orange, red center; Oct. 1; O.H.	1.75	4.00	15.00		
ORIENTAL GLORY, P.; Chinese-red; Sept. 25; good.....	1.75	4.00	15.00		
RED KRISTINA, S.; Ohio hybrid N. Daisy; fiery-red; a beauty.....	1.75	4.00	15.00		
RED MOON, D.; red over-laid gold; new Ohio hybrid; incurred; Sept. 20.....	1.75	4.00	15.00		
RED SALMON, S.; blend, O.H. frost-resistant; tall; Oct. 15.....	1.75	4.00	15.00		
SANTA CLAUDIA, C.; early dwarf red; Sept. 10.....	1.20	2.50	8.00		
STOP-LIGHT, D.; tall; red and bronze reverse; Oct. 10 O.H.	1.75	4.00	15.00		
PURPLES					
EARLY JOAN HELEN, S.; bright; Oct. 1.....	\$1.75	\$4.00	\$15.00		
LEDA, E.; lavender-hello-trope, rolled petals; Oct. 1.....	1.75	4.00	15.00		
ORCHID JEWELL, P.; Oct. 1; fine foot; Oct. 1.....	1.35	3.00	10.00		
PURPLE CARPET, C.; Sept. 20; double deep purple; new Ohio hybrid.....	1.75	4.00	15.00		
SONIA, C.; Sept. 25; deep French-pink; Oct. 1.....	1.35	3.00	10.00		
YELLOW					
ALGONQUIN, P.; Sept. 5; early bright yellow.....	\$1.20	\$2.50	\$ 8.00		
CLIFF, RUYAN, P.; Sept. 10; fluffy yellow, O. hybrid.....	1.75	4.00	15.00		
EARLY WORM, C.; Aug. 15; dble., new O. hybrid.....	1.75	4.00	15.00		
GOLD STANDARD, E.; giant yellow; Sept. 25; good.....	1.75	4.00	15.00		
JUDITH ANDERSON, C.; Oct. 10; tiny button pom-pom.....	1.20	2.50	8.00		
LANTANA, P.; light orange O. hybrid; fine to cut.....	1.75	4.00	15.00		
MOUNTAIN KING, S.; orange; Northland Daisy.....	1.35	3.00	10.00		
MRS. J. FINDLEY, E.; Oct. 1; hardy, bright; excellent OLD COPPER, P.; Sept. 10; copper-yellow; about the best O. hybrid we have.....	1.75	4.00	15.00		
SAFFRON CUSHION, C.; Oct. 1; new saffron-yellow; O.H.	1.75	4.00	15.00		
YELLOW GOWN, E.; Sept. 20; large; good to cut.....	1.75	4.00	15.00		
PRIMULA, S.; Oct. 1; good; very floriferous.....	1.20	2.50	8.00		
BLEND					
APRICOT GLOW, C.; Sept. 1; apricot-bronze; good.....	\$1.35	\$3.00	\$10.00		
MRS. P. S. DU PONT, P.; Oct. 10; pink, rose, bronze; good.....	1.20	2.50	8.00		
OLIVE LONGLAND, P.; apricot shaded salmon-pink.....	1.35	3.00	10.00		
VICTOR RIES, P.; salmon-rose and bronze-gold; Sept. 15; dble. O. hybrid.....	1.75	4.00	15.00		
ROSE					
FOHATCONG, P.; Sept. 25; large, deep rose-pink.....	\$1.20	\$2.50	\$ 8.00		
ROSE MOUND, C.; Oct. 10; tight emerald-green mounds covered with deep dble. deep rose blooms; excellent Ohio hybrid.....	1.75	4.00	15.00		
ROSE PRINCESS, E.; Oct. 10; pink; fine to cut.....	1.75	4.00	15.00		
TIFFANY ROSE, P.; Oct. 5; deep rose; good, dble.....	1.75	4.00	15.00		
WHITE					
CHRIS. COLUMBUS, P.; Oct. 5; good midseason.....	\$1.35	\$3.00	\$10.00		
ETERNAL SNOW, P.; Aug. 10; large, pure white; new Ohio hybrid; good as early.....	1.75	4.00	15.00		
SERENE, P.; Oct. 10; good.....	1.35	3.00	10.00		
WHITE GULL, C.; Sept. 10; dwarf white button.....	1.20	2.50	8.00		
WHITE KNIGHT, P.; Sept. 12; clear white; good dble.....	1.35	3.00	10.00		
PINK					
DEAN KAY, C.; Sept. 1; showy rose-pink dwarf.....	\$1.20	\$2.50	\$ 8.00		
NECTAR, D.; Oct. 5; incurved nectar-pink; a beauty; one of the best Ohio hybrids.....	1.75	4.00	15.00		
PINK CUSHION, C.; Aug. 1.....	1.20	2.50	8.00		
PINK PEARL, P.; Sept. 10; rose-pink button; O.H.	1.75	4.00	15.00		
PINK RADIANCE, P.; Oct. 1; soft, luminous pink.....	1.75	4.00	15.00		
SEPTEMBER SHELL, Sept. 1; C.; lovely soft pink; O.H.	1.75	4.00	15.00		

(Continued in next column.)

(Continued from previous column.)

BRONZE		BRONZE
GNOME, C.; double bronze-pink blend; Oct. 10.....	\$1.20	\$2.50 \$ 8.00
TINTS OF FALL		
bronze; red and yellow; dwarf; Oct. 1.....	1.35	3.00 10.00
C. Cushion; P. Pompon; S. Single; D. Decorative; E. English; O.H. Ohio Hybrid, the new varieties of Rocknoll.		
Orders filled as soon after March 1 as possible, in rotation as received.		
Terms: Cash, or 25 per cent deposit to hold. Descriptive retail catalog sent on request.		
ROCKNOLL NURSERY		
Dept. AN	Morrow, Ohio	
We have a good supply of our usual, extra-fine Delphiniums for sale this spring. These plants can be shipped at once as we have a considerable quantity in storage. They will be packed with our famous packing system.		
DELPHINIUM SEEDLINGS		
	Per 100	Per 1000
Chinese.....	\$3.50	\$33.25
Chinese Blue Mirror.....	4.00	38.00
Blackmore & Langdon Hybrids.....	4.50	42.75
Vetterli & Reineit Pacific Hybrids, color group.....		
Dark Blue.....		
Light Blue.....		
Mixed Shades.....		
Vetterli & Reineit Pacific Hybrids, named varieties:		
Black Knight.....	Guinevere	
Blue Bird.....	King Arthur	
Blue Jay.....	Lancelot	
Camellard.....	Perennial	
Galahad.....	Summer Skies	
	Per 100	Per 1000
	\$6.50	\$61.75
Price per 25 is 26% of 100 price. 100 price can be used when 250 or more of one variety or color are ordered.		
2-YEAR SELECTED DELPHINIUMS		
Vetterli & Reineit Pacific Hybrids, named varieties:		
Camellard.....	Guinevere	
Galahad Series.....	Lancelot	
	Summer Skies	
	Per 100	Per 1000
	\$10.00	\$95.00
Price per 25 is 30% of 100 price. 1000 price can be used when 250 or more of one variety or color are ordered.		
Send for a copy of our new spring catalog just off the press.		
RICHARDS GARDENS		
"Old Homestead" Brand	Plainwell, Mich.	
GERBERAS		
Offer No. 1.		
Our regular strain of Gerbera divisions, well known locally to our customers. Better than 60 per cent red shades. A very good Gerbera, in full-size divisions, priced at \$11.00 per 100. Ready now.		
No sales less than 100 plants.		
Offer No. 2.		
This season we are able to offer growers and nurserymen, who want something better and choice in Gerberas, the "Hersey Improved Duplex."		
We believe this to be the finest florists' Gerbera, much in demand as cut flowers by the retail florists, for their large-size blossoms and long stems. One-year plants, priced at \$17.00 per 100. Ready now.		
No sales less than 100 plants.		
L. E. COOK, CO.		
110 Vista St.,	San Gabriel, Calif.	
HARDY PERENNIALS, strong 1-yr., field-grown. Early Spring delivery.		
	Per 100	
Hardy Phlox Mary Louise, pure white.....	\$11.00	
E. I. Farrington, salmon-pink.....	11.00	
Columbine Crimson Star.....	12.00	
Platyodon maries, blue.....	12.00	
Columbine Perry White.....	12.00	
Lycchnis viscaria florepleno.....	15.00	
Rooted cuttings, Spring delivery.		
	Per 100	
Euonymus radicans vegetus, R. C.....	\$8.00	
Dianthus winteri, R. C.....	8.00	
Dianthus Silver Mine, R. C.....	8.00	
Polemonium Blue Pearl, rooted div.....	8.00	
Lycchnis viscaria florepleno, rooted div.....	8.00	
PLANE VIEW NURSERY		
R. 2, Box 371-A	Middletown, R. I.	
	Per 100	
Delphinium Giant Pacific.....	\$ 8.00	
Delphinium Giant Pacific, 2-yr.....	12.50	
Delphinium Bellamosum.....	7.00	
Delphinium Belladonna.....	7.00	
Coreopsis grandiflora.....	6.00	
Coreopsis Mayfield Giant.....	6.00	
Coreopsis Dbl. Sunburst, 2-yr.....	8.00	
Dianthus allwoodi.....	6.00	
Campanula Cup-and-Saucer.....	6.00	
Digitalis Shirley Hybrid.....	6.00	
Lupine Russell.....	7.00	
Lupine Russell, 2-yr.....	10.00	
Daisy, Shasta Alaska, 2-yr.....	8.00	
Pansy, Swiss Giant.....	3.00	
NORTH POLE NURSERY		
Cornucopia, Wis.		
GYPHOPHILA BRISTOL FAIRY		
We are now booking orders for grafted Gypsophila Bristol Fairy potted plants; shipping will start as soon as the weather permits in the spring, about April 1.		
	Per doz.	Per 100 Per 1000
2 1/2-in. pots.....	\$3.00	\$20.00 \$180.00
2 1/2 in. at 100 rate; 250 at 100 rate.		
BLUE ACRE GARDENS		
David L. Guenther		
R. R. No. 2, Box 162	Piqua, Ohio	

BLEEDING HEARTS

(Dicentra spectabilis)		25	100	1000
Selected, 8-eye clumps.....		\$15.00	\$50.00	
and up.....		12.50	45.00	\$425.00
5 to 8-eye clumps.....		10.00	35.00	325.00
3 to 5-eye clumps.....		2.50	8.00	75.00
Liners.....				
GYPHOPHILA BRISTOL FAIRY				
(Field-grown grafts)				
	25	100	1000	
Extra-heavy.....	\$12.50	\$45.00	\$425.00	
No. 1.....	10.00	35.00	325.00	
ORDER NOW FOR IMMEDIATE OR SPRING DELIVERY				
THE FLOWER FARM, E. McKeesport 11, Pa.				
PEONIES				
Strong, 3 to 5 eyes.				
		Each	per 100	
Pres. Taft, pink.....			\$3.35	
Couronne d'Or, white.....			.35	
Karl Rosenfeld, red.....			.35	
Festiva Maxima, white.....			.35	
Grover Cleveland, red.....			.35	
Mme. Jules Elie, pink.....			.35	
All true varieties.				
Special quotation on the lot.				
Write				
EUGENE A. de ST. AUBIN & BRO., Inc.				
Box 1-	Admission, Ill.			
GYPHOPHILA BRISTOL FAIRY				
Our Specialty				
Top-quality, grafted stock ready now.				
2-in. pots, \$20.00 per 100; \$180.00 per 1000.				
English Ivy, 2-in. pots.....			\$ 8.00	
Baltic Ivy, 2-in. pots.....			10.00	
Euonymus coloratus, 2-in. pots.....			8.00	
Send for trade list.				
STRATFORD GARDENS, Delaware, O.				
HARDY OSTRICH PLUME FERNS.				
This fern grows well in most soils. Requires only part shade. Grows to height of 2 1/2 to 4 ft. depending on soil. Multiplier by ground runners. A very good store and salesyard item. Order now for May 15 to 20 shipment. Large clumps, \$6.00 per 100. Cash with order. No C.O.D.				
J. R. PALMER & SON, Blackduck, Minn.				
HEAVY, GREENHOUSE-GROWN, 2 1/2-IN. PERENNIALS.				
Pacific Hybrid Delphinium (5 colors), G. Maroon, Diener's Double and Conqueror Shasta Daisies, Mrs. Scott Elliott Columbine, Grenadin Carnations, Robinson's Pyrethrum, etc. \$10.00 per 100. Free list.				
RIEMENSNIJDER'S GARDENS, Sandwich, Ill.				
BLEEDING HEARTS				
		Per 100		
Dicentra Spectabilis, 3 to 5.....		\$40.00		
Dicentra Eximia, 3 to 5.....		20.00		
Cash with order.				
J. HENDRIKS, GROWER, Portage, Mich.				
BLEEDING HEARTS (Dicentra spectabilis), strong, select, well grown roots.				
3 to 5 eye.....		Each		
5 to 8 eye.....		30c		
6 to 8 eye.....		40c		
Pot now for Easter blooming.				
CASHAR W. EVANS				
	Selbyville, Del.			
Send for our list of Hardy Mums now ready. New, Standard and English varieties, including original descriptions and comments.				
McNINCH GREENHOUSES				
	St. Joseph, Mo.			
HARDY CHRYSANTHEMUMS				
Send for our 1948 price list.				
Cultural notes on cut flowers and pot plants.				
C. C. BRECH				
Rt. 2	Delaware, Ohio			
HARDY CHRYSANTHEMUMS				
2 1/2-in. potted plants and rooted cuttings.				
Potted Mums sell well for spring trade.				
FAIRVIEW NURSERY, Coon Rapids, Ia.				
ROSEBUSHES				
HYBRID TEA ROSES, 2-yr. No. 1, tied in multiples of 10, 35c each; \$35.00 per 100.				
Reds: Red Reliance, Etolie de Hollande, Francis Scott Key, Rouge Mailerin, E. G. Hill, Ami Quinard.				
Pinks: Pink Radiance, Editor McFarland, Betty Uprichard, Columbia.				
Whites: K. A. Viktoria, Caledonia.				
Yellows: Golden Dawn, Luxembourg, Golden Ophelia, Roslyn.				
Multicolors: Talsman, President Hoover, Polyanthas: Ideal, Golden Salmon.				
Climbers: Paul's Scarlet, White American Beauty, Red Radiance, Pink Radiance, Talsman.				
BENTON COUNTY NURSERY CO.				
	Rogers, Ark.			
ROSEBUSHES—2-year, field-grown plants.				
Grown Right—Dug Right—Stored Right—Packed Right. Proper cultivation, fertilization and dusting insure quality plants. Digging and handling equipment mechanized for efficiency. New completely refrigerated and air-conditioned cold storage insures plants in perfect condition for rush shipments any time. Write for prices and variety list.				
C. E. WILSON NURSERIES				
Box 1149	Jacksonville, Texas			
Strong, 2-year-old, field-grown, No. 1 grade of Rosebushes. Good standard bedding varieties. Write for list.				
VESTAL & SON				
	Wholesale Florists			
	Little Rock, Ark.			

ROSEBUSHES—Continued

BUY WITH CONFIDENCE

ROSES—Heavy No. 1 grade, 30c each.
Special prices for carload quantities.

Red			
American Beauty	Grass an Tepitz		
Ami Quinard	McGredy's Scarlet		
Chas. K. Douglas	Poinsettia		
E. G. Hill	Red Columbia		
Etoile de Hollande	Red Radiance		
Essence	Rouge Mallerin		
Grenoble			
Pink			
Briarcliff	Paul Neyron, H.P.		
Dainty Bess	Pink Dawn		
Editor McFarland	Radiance		
Mrs. Chas. Bell, flesh	Sterling, patented		
Yellow			
Golden Charm	Luxembourg		
Golden Dawn	Mrs. Pierre S. Du Pont		
Golden Ophelia	Soeur Therese		
Flame			
President Hoover	Tallman		
Two-Tone			
Condesa de Santiago			
White			
Caledonia	Frau Kari Druschki		
	Konigin Luise		
Excelsa	Climbing Hybrid Teas		
Mrs. Pierre S. Du Pont	Silver Moon		
Paul's Scarlet Climber	Tallman		
Each			
F.O.B. Dallas			
Each Per 100			
Deutzia, heavy, 2-yr.			
2 to 3 ft., Br.	\$0.20	\$0.18	\$0.15
Amur River South Privet.			
Seedlings, bed-grown.	Per 100	Per 1000	
18 to 24 ins., 1-yr.	\$2.25	\$20.00	
12 to 18 ins., 1-yr.	1.75	15.00	
Liners, \$12.50 per 1000, \$3.60 per 250.			
Transplants, field-grown, bushy plants.	Per 100	Per 1000	
3 to 4 ft., 2-yr. (extra-heavy)	\$12.00	\$100.00	
18 to 24 ins., 1-yr.	3.00	27.50	
12 to 18 ins., 1-yr.	2.50	22.50	
Each			
F.O.B. Dallas			
Each Per 100			
Redbud			
2 to 3 ft., Br.	\$0.30	\$0.25	\$0.20
3 to 4 ft., Br.	.40	.35	.30
4 to 5 ft., Br.	.60	.55	.50
VERHALEN NURSERY COMPANY			
1114 South Beckley			
Scottsville, Tex.			

ROSEBUSHES

THANK YOU for the best fall business we have ever had. We are prepared to serve you equally well this spring at no advance in price. You will notice that we are sold out on some varieties, but still have a nice assortment if you will delay in placing your order. Spring list of MARTIN'S Fine Rosebushes.

CLIMBERS

Tallman	Paul's Scarlet
Red Radiance	Caledonia
K. A. Viktoria	Pink Radiance
Mrs. Pierre S. Du Pont	
POLYANTHUS	
Ideal	Golden Salmon
TWO-TONED	
Condesa de Santiago	Tallman
Pres. H. Hoover	Edith Nellie Perkins
YELLOW	
Golden Charm	Golden Dawn
Golden Ophelia	Luxembourg
Soeur Therese	Lady Hillingdon
Roslyn	Betty Grace Clark
Mrs. Pierre S. Du Pont	
WHITE	
White Radiance	Caledonia
P. K. Druschki	K. A. Viktoria
White American Beauty	
RED	
Senior	Etoile de Hollande
Radiance	Poinsettia
Rouge Mallerin	Ami Quinard
Grenoble	Sensation
Francis Scott Key	Essence
Chas. K. Douglas	American Beauty
McGredy's Scarlet	
PINK	
Editor McFarland	Briarcliff
Columbia	Pink Radiance
Mrs. Chas. Bell	Betty Uprichard
Dainty Bess	Margaret McGredy
Paul Neyron	Cynthia

WHOLESALE PRICES: No. 1, 35c each in lots of 100 or more; 30c each in lots of 1000 up. No. 1½, 27½c each in lots of 100 or more; 25c in lots of 1000 up. No. 2, 22½c each in lots of 100 or more, 17½c in lots of 1000 up.

TERMS: 25 per cent deposit with your order, balance C.O.D. (Sold only in multiples of 10 of a grade and variety.)

MARTIN'S ROSE NURSERY
P. O. Box 166, Rt. 1 Arp, Texas

ROSEBUSHES ROSEBUSHES
25,000 finest field-grown No. 1 Rosebushes budded on Multiflora Japonica; grown in fresh soil; thoroughly cultivated and dusted with copper-sulphur dust.

All bushes are liberally graded; Texas-certified and disease-free. Best forcing varieties including Red Radiance, Pink Radiance, Etoile de Hollande, Editor McFarland, Soeur Therese, K. A. Viktoria, Grenoble, Tallman and other outstanding varieties. Special grower's offer: Lot of 25,000 Rosebushes at 20c each. Write for prices on smaller quantities.

SAM HEABERLIN Nacogdoches, Texas

ROSES

ROSES

ROSES

REVISED PRICE LIST JUST OFF PRESS.

2-yr., field-grown, budded on Rosa multiflora japonica. EXCELLENT DORMANT CONDITION. Complete assortment of varieties, including climbers. TRUE TO LABEL. Ask for list. Carlot quotations upon request.

ROSEOMONT NURSERIES

D. L. Thompson, Mgr.
Box 839 Tyler, Tex.

OREGON 2-YR. ROSES on Multiflora in a wide selection for immediate or spring delivery. This stock is properly dusted, graded and handled in all respects. We pack light but right, without charge. Send for complete list of this reasonably priced stock. Have also some 1-yr. dormant on Manetti in popular cut-flower varieties.

MT. GORD NURSERY

Graham, Ore.

SEEDS

SEEDS, 1947 CROP		Per lb.
Long Leaf Pine (Palustris)		\$3.00
Slash Pine (Caribaea)		4.00
Japanese Walnut (Siebold)		.50
Rosa multiflora, thornless		3.50
Dogwood, White		.75
Chinquapin (Castanea pumila)		1.00
Tung Nut		.10
Pecan seedling		.32
Winterberry (Ilex glabra)		.75
Yaupon Holly (Ilex vomitoria)		.75

F.O.B. Here
STOVAL NURSERY
Leakeville, Miss.

SEEDS

Taxus Cupidata
We offer new crop direct from Japan. Let us know the quantity you require.

AMERICAN BULB CO.
1335 W. Randolph St.
Chicago 7, Illinois

25,000 Shrubs; 100,000 8-in. Cuttings; 1000 lbs. American Coffee Beans, 25c per lb.; Sycamore platanus, 40c; Allanthus, 50c; Catalpa, 90c.

SCHROEDER NURSERY CO.

Granite City, Ill.

SEEDS

Diospyros virginiana (American Persimmon), 1947 crop, clean seeds, \$1.75 per lb. prepaid. Cash please.

PRITCHARD NURSERIES

Ottawa, Kan.

SHRUBS and TREES

WHOLESALE TRADE LIST FOR SPRING, 1948

		Per 100	Per 1000
1100 Chinese Elms, 18 to 24 ins.		\$12.00	\$ 90.00
300 Chinese Elms, 2 to 2½ ft., tr.		15.00	100.00
155 Chinese Elms, 4 to 6 ft., tr., well br.		45.00	....
125 Sugar Maples, 2 to 3 ft., tr., br.		15.00	....
50 Sugar Maples, 6 to 8 ft., tr., br.		75.00	....
500 Amur River N. Privet, 1½ to 2 ft., heavy		6.00	55.00
300 Weigela hendersonii, 18 to 24 ins., tr., br.		20.00	175.00
1400 Weigela rosea, 18 to 24 ins., tr., br.		19.00	165.00
500 Spiraea vanhouttei, 1½ to 2 ft., tr., br.		22.00	200.00
1000 E. Elberta Peach Trees, 3 to 4 ft., br.		38.00	300.00
900 Red Spruce, 10 to 15 ins., once tr.		14.00	100.00

These are in heavily shaded beds, and may not do so well.

200 Fl. Crab. Apple grafts, Florabunda, red flower
50 Hopa Flo. Crab. Apple Trees, 3 to 4 ft., br.		65.00
500 Forsythia fortunei, 18 to 24 ins., tr.		15.00	125.00

Prices include packing and shipping costs. Terms: Cash or C.O.D. These prices good until March 31.

WHERRY'S NURSERIES

St. Marys, W. Va.

LARIX EUROPEA (European Larch), 5 to 8 ft., \$3.50.

Fagus sylvatica (European Beech), about 300.

5 to 6 ft. \$2.50

6 to 7 ft. 5.00

7 to 8 ft. 7.00

8 to 10 ft. 8.00

All have been 2-yr. transplanted. B&B.

AUGUST VORNDRAN NURSERY

1062 Ridge Rd. Webster, N. Y.

BUXUS HARLANDI

Well colored, bushy plants.

Per 100

2½-in. pots, 4 to 6 ins. \$25.00

4-in. pots, 6 to 8 ins. 45.00

Order for 50 takes 100 rate. Cash from new customers.

GLEN SAINT MARY NURSERIES CO.

Box 61 Glen Saint Mary, Fla.

HARD-TO-GET STOCK

		Each
200 Munson Plum, 1-yr. on Peach, 3 to 4 ft.		\$0.40
2000 Kieffer Pear, 5/16-in., 2-yr. grafts		.40
1600 Douglas Pear, 5/16-in., 2-yr. grafts		.40
1000 Montmorency Cherry, 5/16-in., 2-yr. buds on mahaleb		.60
2000 Sungold Peach, 5/16-in., 1-yr. br., dormant bud		.20
1500 Red Bird Cling Peach, 5/16-in., 1-yr. br., dormant bud		.20
2000 Champion Peach, 1-yr. br., dormant bud		.20
1000 Forsythia, 2-yr., 18 to 24 ins. br.		.10
500 Forsythia, 3 to 3 ft.		.15
500 Forsythia, 3 to 4 ft.		.20
1000 Spiraea vanhouttei, 3 to 4 ft.		.25
500 Spiraea vanhouttei, 3 to 4 ft.		.25
1000 Spiraea vanhouttei, 12 to 18 ins. hdg.		.05
200 Spiraea billardi alba, 18 to 24 ins., light buds		.05
100 Spiraea billardi alba, 2 to 3 ft. br.		.10
250 Spiraea thunbergi, 18 to 24 ins. heavy		.15
250 Ligustrum amurense, 18 to 24 ins., br., 3 canes and up.		.05
100 Lonicera tatarica, 12 to 18 ins. (red), Bush Honeysuckle		.10
350 Spiraea billardi, 3 to 4 ft.		.20
1000 Rhus canadensis, 2 to 3 ft., tr. clumps		.15
5000 Salix, Wisconsin Weeping Willow green-bark, hardwood cuttings, \$3.50 per 1000.		
5000 Populus nigra italica, 7-in., hardwood cuttings, \$3.00 per 1000.		

Apple grafts made to order. Have access to 360 hard-to-get varieties, \$35.00 per 100. Grapes: Lindley (red), Concord, Niagara, 1-yr. No. 1, .07½c each. Pear grafts, all standard varieties, \$5.00 per 100. All standard varieties Grape, cuttings, wire-bound, \$5.00 per 1000.

Please send us your want list. We will not be undersold. Sample sent for your approval before shipment, upon receipt of order, if wished. Member, Missouri State Nurserymen's Association. Enough acion wood to make 1000 Winter Champion Apple grafts for \$5.00. Regular terms: Cash with order, free packing. Ask stock F.O.B.

SUPERIOR NURSERY

Licking, Mo.

ROOTED CUTTINGS TRANSPLANTED (OUT BEDS)

		Per 100	Per 1000
Retinospora pis. plumosa		\$15.00	....
Retinospora pis. plumosa aurea		15.00	125.00
Thuja occidentalis		15.00	....
Thuja occidentalis compacta		15.00	....
Taxus cuspidata (spreading)		15.00	125.00
Taxus cuspidata (upright)		17.50	150.00
Taxus cuspidata media		17.50	....
Taxus cuspidata brevifolia		17.50	150.00
Tsuga canadensis, tr.		15.00	....
Deutzia gracilis		5.00	45.00
Deutzia lemoinei		5.00	45.00
White Snowberry		4.00	35.00
Red Snowberry		4.00	35.00
Forsythia suspensa		4.00	....
Forsythia intermedia		4.00	....
Philadelphus coronarius		4.00	....
Hydrangea P. G.		6.00	....

SEEDS

Ampelopsis velutina, 12 to 18 ins.
Ampelopsis velutina, shorts		3.00	25.00
Ampelopsis velutina, branched		1.50	10.00
Cydonia japonica, 9 to 15 ins.		7.50
Cydonia japonica, 15 to 21 ins.		2.50	15.00
Cydonia japonica, 15 to 21 ins.		7.50
Ulmus americana, seedlings		2.50	20.00
1-yr.		2.50	20.00
Berberis thunbergi, 3 to 6 ins.		2.50	20.00
Berberis thunbergi, 6 to 9 ins.		3.50	30.00
Berberis thunbergi, 9 to 12 ins		5.00	45.00
Berberis thunbergi (red-leaved), 3 to 6 ins.		2.50	20.00
Berberis thunbergi (red-leaved), 6 to 9 ins.		4.00	35.00
Berberis thunbergi (red-leaved), 9 to 12 ins.		7.50
Juniperus pfitzeriana, 2½-in. pots		25.00
Juniperus pfitzeriana, rooted cuttings		15.00
Taxus cuspidata (spreading), cuttings		10.00	90.00
Taxus cuspidata (upright), cuttings		10.00	90.00
Taxus cuspidata brevifolia, cuttings		12.50	100.00
Retinospora plumosa, cuttings		9.00	75.00
Retinospora plumosa aurea, cuttings		9.00	75.00

BROUWER'S NURSERIES

Box 25, 624 Montauk Ave. New London, Conn.

California Privet, 2-yr. row-run, 2 to 3 ft., heavily branched, \$60.00 per 1000. Write for quantity prices and delivery arrangements in our truck. No shipping.

Per 100

French Lilacs, 1-yr. grafts \$25.00

winter grafts 15.00

Per 1000

Calif. Privet, 7-in. hdwd. ctgs. \$ 3.50

Blota Orientalis

1-yr. adigs, 3 to 5 ins. 30.00

1-1 transplants, 8 to 12 ins. 60.00

EVERGREEN ACRES

R.D. 2 Middletown, Del.

Per 100	
HALTIC IVY.	
4 to 6 ins., dots.	\$10.00
9 to 12 ins., dots.	15.00
EUONYMUS PATENS.	
6 to 9 ins., X.	12.00
PEONIES, 3 to 5-eye divisions.	
Edulis Superba, pink.	25.00
Chas. McKellip, red.	25.00
Mary Brand, red.	30.00
Louis Van Houtte, red.	25.00

Per 100 Per 1000	
POPLAR, LOMBARDY.	
3 to 4 ft.	\$7.50 \$65.00
4 to 5 ft.	9.00 80.00
PRIVET, AMUR RIVER NORTH.	
9 to 12 ins.	4.50 40.00
12 to 18 ins., 2 and 3 canes.	5.50 50.00
18 to 24 ins., 2 and 3 canes.	6.50 60.00
PRIVET, REIGEL, true, from cuttings.	
12 to 18 ins., heavy.	15.00
18 to 24 ins., heavy.	22.00

Per 100 Per 1000	
WALNUT, BLACK.	
12 to 18 ins.	3.50 30.00
18 to 24 ins.	4.50 40.00
2 to 3 ft.	6.50 60.00

Per 100 Per 1000	
NEBRASKA NURSERIES, INC.	
4816 "O" St.	Lincoln 5, Nebr.

Per 100 Per 1000	
ROSES—2-yr., No. 1, 2 to 3 ft.	\$30.00
100. 500 Cl. Paul's Scarlet, 200 Cl. K. A. Viktoria.	
200 Cl. Dr. Van Fleet, 300 Cl. (Blue Rose Veilchenblau, 500 Cl. Drucht, 500 Mrs. John Laing and 300 George Arenda.	

Per 100 Per 1000	
FUSSY WILLOWS—2-yr., well rooted, well branched, 12 to 18 ins.	\$8.00 per 100; \$15.00 per 1000
18 to 24 ins., \$12.00 per 100; 2 to 3 ft., \$15.00 per 100; 2 to 3 ft., \$20.00 per 100.	

Per 100 Per 1000	
LOMBARDY POPLAR—1 yr., well rooted, well branched, 3 to 5 ft., \$10.00 per 100; 5 to 6 ft., \$12.00 per 100.	

Per 100 Per 1000	
ROSA MULTIFLORA JAP., thornless, 9-in. (field row), \$3.00 per 100.	
ROSA MULTIFLORA JAP., 9-in. cuttings, seedlings, well rooted, well branched; 3 to 6 ins. to 1/4-in., \$5.00 per 100, \$25.00 per 1000.	

Per 100 Per 1000	
SHRUBS, 2 to 3 ft., \$20.00 per 100. Spiraea vanhouttei, Korean spiraea, Spiraea arguta, Forsythia, Philadelphus, cornus (Mock Orange), Red-branched Dogwood, Tatarian Honey-suckle, Pink and White.	

Per 100 Per 1000	
CATALPA BUNGEI—3-yr. heads, 5 to 7 ft., \$20.00 per 100.	
FINGER LAKES NURSERIES, Geneva, N. Y.	

Per 1000	
Berberis thunbergii, 2-yr. sdigs. T.	
Berberis thunbergii atropurpurea, 2-yr. sdigs. T. (field)	\$6.00
Cornus kousa, 4-yr. T., 2 to 2 1/2 ft.	80.00

Per 1000	
(field rows)	
Perla japonica, 2-yr. T., 4 to 6 ins.	250.00
Taxus cuspidata, spreading, 3-yr. T.	300.00
Taxus cuspidata, spreading, 2-yr. T.	200.00
Taxus cuspidata, upright, 2-yr. sdigs.	150.00
Taxus media hicksii, 3-yr. T.	300.00
Taxus media hicksii, 2-yr. T.	250.00
Thuja occidentalis nigra, 2-yr. T.	250.00
Thuja occidentalis pyramidalis, 2-yr. grafts, 2 to 2 1/2 ft.	500.00
Viburnum dilatatum, 1-yr. sdigs.	45.00
Sampey Viburnum dilatatum and Taxus upright on request.	

Per 100 Per 1000	
BOULEVARD NURSERIES, Newport, R. I.	

Per 100 Per 1000	
HEDGE PLANTS	
Ibolum and California Privet	
2 to 3 ft., 3 canes or more.	\$7.00 \$56.00
3 to 4 ft., 4 canes or more.	8.40 70.00
Amur River North Privet.	
2 to 3 ft.	\$9.00
3 to 4 ft.	12.00

Per 100 Per 1000	
Lonicera fragrantissima	
2 to 3 ft., 3 canes	14.00
2 to 3 ft., 4 canes or more	17.50
3 to 4 ft., 3 canes	17.50
3 to 4 ft., 4 canes or more	21.00
Prices F.O.B. Lexington	
established customers. Others must give satisfactory references or send check with order. Packing 10 per cent extra.	

Per 100 Per 1000	
HILLENMEYER NURSERIES	
Lexington, Ky.	

Per 100 Per 1000	
LINING-OUT STOCK	
Ret. plum, aurea, 3-yr. tr.	\$20.00 \$180.00
Taxus cuspidata hicksii, 2-yr. tr.	30.00 250.00
Th. obov. pyramidalis, nigra, woodwardi (Globe), 2-yr. tr.	30.00 250.00
Fr. Hyb. Lilac Michel Buchner, D., 1-yr.	25.00 225.00
Fr. Hyb. Lilac Presa, Grevy, D. Blue, 1-yr.	25.00 225.00
French Lilacs in 30 varieties, root grafts	18.00 150.00
All of the above for field rows.	

Per 100 Per 1000	
DEERFIELD NURSERIES	
Deerfield Street P. O., N. J.	

Per 100 Per 1000	
CHINESE ELMS	
3 to 4 ft.	\$5.50 \$45.00
2 to 3 ft.	3.00 25.00
18 to 24 ins.	2.50 20.00
12 to 18 ins.	1.75 15.00
6 to 12 ins.	1.20 10.00

Per 100 Per 1000	
CLINTON NURSERIES & GREENHOUSES	
Clinton, Okla.	

Per 100 Per 1000	
SELLING OUT ALL NURSERY STOCK	
About one acre in evergreens, shade and ornamental trees and shrubs. Bargain to anyone who will take the lot and dig their own. List sent on request.	

Per 100 Per 1000	
SMITH'S NURSERY	
Milford, N. J.	

AVAILABLE FOR EARLY SPRING SHIPMENT

Stock now in field. Japanese Quince, 12 to 15 ins., 25c; Weigela rosea, 3 to 4 ft., 25c; Deutsia Pride of Rochester, 3 to 4 ft., 30c; Viburnum lantana, 3 to 4 ft., 50c; Forsythia intermedia, 3 to 4 ft., 25c; Forsythia fortunei, 3 to 4 ft., 25c; Symphoricarpos vulgaris, 3 to 4 ft., 30c; French Pussy Willow, 3 to 4 ft., 25c; 3 to 4 ft., 35c; Tamarix, 2 to 3 ft., 25c; 3 to 4 ft., 30c; Honey-suckle fragrantissima, 3 to 4 ft., 30c; Baby's Weeping Willow, 5 to 6 ft., 75c; 6 to 7 ft., \$1.25; 7 to 8 ft., \$1.50; 8 to 10 ft., \$1.75; Lilac, rothamensis, 2 to 3 ft., 35c; Hall's Honey-suckle, 2-yr., No. 1, 15c. Cash with order; no charge for packing. No order accepted for less than ten of a kind.

GLEN BROTHERS, Inc.
Glenwood Nurseries Fairport, N. Y.

LINING-OUT SHRUBS

Each	
250 Golden Ninebark, 12 to 15 ins.	\$0.05
200 Wis. Weeping Willow, 2 to 3 ft.	.04 1/2
275 Philadelphia lemoinei, 9 to 12 ins.	.06
500 Common Ninebark, 8 to 10 ins.	.04
300 Forsythia interm., 6 to 9 ins.	.04 1/2
275 Golden Weeping Willow, 2 to 3 ft.	.06
500 Sym. chenaultii, 10 to 12 ins.	.04

We have these items to sell or trade.

EUGENE A. de ST. AUBIN & BRO., Inc.

Box 1 Write Addison, Ill.

LINING-OUT STOCK

Spring, 1948 delivery Per 1000

Per 1000	
Berberis thunbergii, 1-yr. sdigs., 3 to 6 ins.	\$10.00
Berberis thunbergii atropurpurea, 1-yr. sdigs.	
3 to 6 ins.	25.00
6 to 9 ins.	40.00

Packing at cost. No charge for packing when cash is sent with order.

GULF STREAM NURSERY, INC.
Wachapreague, Va.

LINING-OUT SPECIAL

Rock Maple Per 100	
2 to 3 ft., s.	\$5.00
3 to 4 ft., s.	15.00
4 to 6 ft., br.	25.00
6 to 8 ft., br.	50.00
8 to 10 ft., w. br.	75.00
1-in. caliper, w. br.	100.00

UNADILLA NURSERY CO.
Johnson City, N. Y.

BERBERIS THUNBERGII

1-yr. sdigs., 9 to 12 ins. Priced per 1000.

Per 1000	
In 1000 lots.	\$25.00
In 5000 lots.	22.50
In 10,000 lots.	20.00

6 to 9 ins.

Deduct \$5.00 per 1000 from above lot prices. Spring 1948 delivery.

L. P. BRICK NURSERIES
Painesville, Ohio

LINING-OUT TREES

Each	
1000 Vase Elm, 6 to 8 ins.	\$0.75
1000 Vase Elm, 8 to 10 ft.	1.10
500 Silver Maple, 8 to 10 ft.	1.25

These are especially fine trees.

EUGENE A. de ST. AUBIN & BRO., Inc.

Box 1 Write Addison, Ill.

BARBERRY LINERS for Spring Delivery.

Thunbergii (green-leaved), Per 100 Per 1000

Per 100 Per 1000	
1-yr. sdigs., 4 to 6 ins.	\$1.00 \$7.50
Thunbergii atropurpurea (red-leaved), 1-yr. sdigs., 3 to 6 ins.	2.00 17.50
1-yr. sdigs., 6 to 9 ins.	4.00 35.00

NYVELT'S NURSERY
313 Willetts Ave. New London, Conn.

BERBERIS THUNBERGII LINERS

Per 100	
2-yr., br., 9 to 12 ins.	\$5.00
2-yr., br., 13 to 15 ins.	7.50
1-yr. sdigs., 6 to 9 ins.	2.00
1-yr. sdigs., 9 to 12 ins.	3.00

Route 1 DE WINTER'S NURSERY
Grandville, Mich.

BROWN BROS. CO.

Brighton Sta. Rochester 10, N. Y.

Growers of a general line of nursery stock, including northern-grown Roses. Write for trade list.

VEGETABLE PLANTS

WHOLESALE PRICE LIST, 1948

VEGETABLE PLANTS

Date Ready Per 1000	
Cabbage	Now \$1.50
Onion	Now 1.25
Lettuce	Now 3.00
Beets	April 1 3.00
Broccoli	April 1 2.00
Cauliflower	April 1 7.50
Peppers	April 15 3.50
Eggplants	April 15 3.50
Tomato	April 15 3.00
Sweet Potato	April 15 3.50

All above prices F.O.B. Albany.

Leading varieties.

Large, fresh plants. Prompt shipment.

Write or Wire

PIEDMONT PLANT CO.

Box 946 Albany, Ga.

VEGETABLE ROOTS

WASHINGTON ASPARAGUS ROOTS

No better green Asparagus. This variety famous in N. J. fields. Next to California in Asparagus production, N. J. is the logical section in which to buy Washington Asparagus roots. 3 years, \$4.50 per 100; \$22.00 per 1000. Also Rhubarb and Horse-radish roots.

WARREN SHINN'S NURSERY
Woodbury, N. J.

MARY WASHINGTON ASPARAGUS

15,000 large, strong, healthy, northern-grown, 3-year-old roots. Dug and shipped in April, \$5 per bunch. Wholesale: \$4.00 for 100, \$8.00 for 250, \$15.00 for 500, \$25.00 for 1000.

LAKESIDE GARDENS
Box 367 Pine City, Minn.

CALIFORNIA ASPARAGUS ROOTS

Our roots are grown from seeds from the famous California fields. California grows more Asparagus than all the other states combined. Price, \$4.00 per 100, \$24.00 per 1000.

WARREN SHINN'S NURSERY
Woodbury, N. J.

Victoria Rhubarb roots, in storage, 1/2 to 1-in., \$15.00 per 1000; 3/4 to 1-in., \$7.50 per 1000. Mary Washington Asparagus, 2-yr., No. 1, \$13.00 per 1000. Boxing free. Order early and don't be disappointed.

ASHCRAFT'S PLANT NURSERY
Copenhagen, Mich.

HORSE-RADISH ROOTS

Jersey-grown, \$12.00 per 1000. Also Rhubarb roots.

WARREN SHINN'S NURSERY
Woodbury, N. J.

CHIVES—Nice clumps, \$5.00 per 100, \$40.00 per 1000.

WARREN SHINN'S NURSERY
Woodbury, N. J.

MISCELLANEOUS

FOR SPRING SHIPMENT

Per 100 Per 1000	
6000 Black Hills Spruce, 2-yr., X, 2 to 4 ins.	\$7.50 \$60.00
5000 Balsam Fir, 3-yr., X, 2 to 4 ins.	7.50 60.00
2000 Austrian Pine, 2-yr., X, 2 to 6 ins.	5.00 35.00
1000 American Elm, row-run, XX, 2 to 4 ft.	25.00 200.00
8000 Red Barberry, 8, 2 to 6 ins.	2.25 25.00
1000 Colorado Blue Spruce, XX, 6 to 9 ins.	30.00 250.00

Terms: Cash with order, please. 8—seedlings, XX—number of times transplanted.

E. C. MATTHEWS
Telephone: 123 Harbor Springs, Mich.

1947 PEACH SEEDLINGS for budding or grafting; about 1 to 2 ft., \$25.00 per 1000; \$225.00 per 10,000. Black Walnut seedlings, large variety, \$75.00 per 1000. Ligustrum japonicum seedlings, 3 to 6 ins., \$5.00 per 100, \$45.00 per 1000; 6 to 10 ins., \$8.00 per 100, \$75.00 per 1000; seeds, 75c per lb. Amur River hedge plants and seeds, same price. English Dogwood, Forsythia, Spiraea, 2 to 3 ft., branched, \$20.00 per 100, \$175.00 per 1000.

RIVERDALE NURSERIES
Riverdale, Ga.

WHOLESALE AND RETAIL

Camellia japonica, good and rare varieties. Exquisite Daphne odora, pink and white, Regal Lily, bulbs and seeds.

Prices on request.

ROY WILKINS NURSERY
Newburg, Ore.

SUPPLIES

A PURE SEDGE PEAT, sun-cured, air-dried, analyzed 2 to 2 1/2 per cent nitrogen, 96 per cent humus, acidity 5-8 to 8-8. Used by state nurseries, greenhouses and landscape gardeners since 1933. Not to be confused with muck soils called peat. Mel-lo Peat is analyzed for your protection. The state of Ohio Dept. of Forestry purchased 6,300 bushels for its nursery; a good recommendation for Mel-lo. We deliver in truck-load lots within 200 miles of our plant. Write for prices. Order early. Check with order.

5 to 10 2-bu. bags, F.O.B. our plant, \$1.25

11 to 50 2-bu. bags, F.O.B. 1.10

51 to 100 2-bu. bags, F.O.B. 1.00

101 to 200 2-bu. bags, F.O.B. .90

Shipping to 43 states and Alaska, which proves Mel-lo Peat must be good. Excellent for lawns, gardens and shrubs, snapdragons, azaleas, hydrangeas, cyclamens, camellias, gladiolus, carnations, poinsettias and many other plants. Be safe with Mel-lo.

MEL-LO PEAT CO., Willard, Ohio

GET READY FOR SUMMER

NOW IS THE TIME

Build new low-cost shade houses, or replace your old worn-out lath or slat houses with BRAND NEW LOW-COST Heavy Steel Wire Camouflage Netting. Write for descriptive folder and prices to cover any amount of this material you may need from one roll to carlot shipments.

H. M. OWEN or E. A. FARLEY
P. O. Box 946 3333 Genilly Blvd.
Columbus, Miss. New Orleans, La.

SUPPLIES—Continued

PROPAGATING KITS FOR GROWERS
Again available for propagating benches in the following units complete with soil thermometer, pilot lamp, all-glass thermometer and long-life HEATSUM CABLE, the product of 13 yrs' research in our greenhouse.
Unit Sq. Ft. Wattage Voltage Length & Price

Heated No. units
"A" 20 200 120 1—60 ft. \$14.95
"B" 40 400 120 2—60 ft. 18.85
"C" 60 600 120 3—60 ft. 23.50
"D" 80 800 120 4—60 ft. 27.50
"E" 150 1500 120 1—500 ft. 32.70
"F" 300 3000 240 1—1000 ft. 52.50

For Stainless Steel instead of glass soil thermometer with any of the above kits, add \$2.25.

Stainless Steel Soil Thermometer.....\$4.75
All prices F.O.B. Seattle.
L. N. ROBERSON CO.
1539 East 103rd St. Seattle 55, Wash.

KNOCK-DOWN FLATS

Made from a good grade of Southern Yellow Pine, since Cypress is not available. Standard specifications, inside measurements.
16x12x2 1/2 \$16.25 per 100
16x14x3 20.50 per 100
20x14x2 20.00 per 100
20x14x3 23.00 per 100
22x15x2 1/2 22.00 per 100
22x15x3 25.00 per 100
All other sizes quoted on request. Prices F.O.B. Birmingham.

We are manufacturers, not jobbers. Freight to any point is a small item per Flat. Our Flats are the best. Why pay more? Our quality guaranteed. Prompt shipment, any quantity. Attach check to order.

HIGHTOWER BOX & TANK CO.
Birmingham, Ala.

PINE-SCREENED DOMESTIC PEAT.

Acid pH 4-5. Some Nitrogen.
Our peat is excellent for lawns, cold-frames, perennial seedbeds and preparing soil for evergreen and shrubby plantings.

Per 2-bu. bag
1 to 4 bags \$2.00
5 to 21 bags 1.00
25 to 49 bags95
50 to 100 bags90

Write for price on bulk carload. We ship same day order is received. Order early. Cash, please.

HAASE BROS.
2516 California Ave. P. O. Box 386
Peoria, Ill.

SPECIAL NURSERY EQUIPMENT

1 Owatonna Trencher \$185.00
1 Higgenfritz Trencher 165.00
1 Higgenfritz Firmer 175.00
The above equipment is used but in good condition.

2 Telephone Post-Hole Diggers, consisting of Ford truck, highway model D. digger with winch and 15-inch auger, completely overhauled and in excellent running condition. An ideal machine for transplanting or landscape work; will also dig trenches for tiling. Prices reasonable.

HIGGENFRTZ NURSERIES, Inc.
Monroe, Mich.

KNOCK-DOWN FLATS

Specially made from good-grade dried lumber in following sizes:
18x12x2 1/2 \$15.00 per 100
20x12x2 1/2 18.00 per 100
22x15x2 1/2 22.00 per 100

For immediate delivery order now. F.O.B. Holland, Mich. Credit to established customers, others cash with order with 2 per cent discount allowed.

WM. VAN ZONNEVELD & SON
Holland, Mich.

FOR SALE—1939 Dodge 1 1/2-ton chassis in good running condition and good tires; flat bed; overhead tree mover, 8x7 ft.; power winch, capacity 7 tons; 100 ft. 1/2-in. cable. Easily changed from tree mover to flat bed. Must be sold as one unit, \$800.00 cash.

SIMMONS NURSERY & LANDSCAPE CO.
Michigan Ave. Toledo 9, Ohio
Phone: Maumee-2915

BEAN POWER SPRAYER for tractor power take-off, for row-crop spraying. Last prewar model; 150-gal. tank, 4-row spray boom, 4-cylinder pump. Royal oil bath for 300 lbs. or more pressure.
Peter J. Booy Nurseries, Mendham, N. J.

Content:
DONBERT NURSERIES, Mendham, N. J.

MINNESOTA WHITE CEDAR FLATS.
12x16x3 \$18.25 per 100
14x20x2 22.00 per 100
14x20x3 25.00 per 100

Other sizes quoted on request. Also crating and other lumber, Aspen and Pine. F.O.B. Cook, Minn. Attach check to order.
H. C. HILL & SONS, Cook, Minn.

PEAT MOSS

Highest-quality acid sphagnum peat moss weighing about 8 lbs. per loose bushel, 120-lb. hydraulic-compressed bales, \$3.25 each; 10 or more bales, \$3.00. Large burlap half-bale bags, \$1.60 each; 10 or more, \$1.50 each.

COLBY PIONEER PEAT CO., INC.
Hanlontown, Iowa

SAFETY AND COMFORT IN TREE TRIMMING.

Parachute harnesses are strong, clean and more comfortable. \$4.75 each.

WILBUR H. MACKLIN
McPherson, Kan.

HIGH NITROGEN HORTICULTURAL PEAT
Unexcelled for soil-improving work. Used by leading growers for a quarter century. One 3-bushel bag, \$1.25; 10 bags, \$1.15; 25 bags or more, \$1.00.

COLBY PIONEER PEAT CO., INC.
Hanlontown, Iowa

FOR SALE—Three-wheel type Tractor (Oliver 70, 1936 model) on rubber, carefully used and in A-1 shape; with 2-row cultivator, disk harrow, single plow, orchard cultivator, U digger and a 150-gal. sprayer (Bean). Total price, \$1,700.00. PETER J. BOOY NURSERIES, Contact DONBERT NURSERIES, Mendham, N. J.

WISCONSIN'S QUALITY SPHAGNUM MOSS.

Clean, long-fibered, solidly packed in burlapped or wired bales of standard size, direct from drying beds. None better. Trucked when feasible.

WARRENS MOSS CO., Box 7, Warrens, Wis.

Dry, practically everlasting, White Cedar Poles for low-cost shade houses. 7-ft. pole, 2-in. top, at 15¢ each, F.O.B. Materials for 35x40-ft. shade houses only \$100.00.

ANDERSEN'S NURSERY
Scottville, Mich.

PRINTING

Letterheads, bills, statements, cards, envelopes, tags, blotters, folders, catalogs, samples. Send copy for estimate.

J. GARLAND HILL, Dept. A, Seaford, Del.

GIBLALTAR Frost Covers pay for themselves. Economical, long-lasting, ideal for windbreaks. 6 ft. wide; 50 ft. \$13.75; 100 ft. \$26.00; 150 ft. \$39.00. NEW AMSTERDAM IMPORT, 122 Chambers St., New York 7, N.Y.

SEED STORE FIXTURES

Bins, Cabinets.

WALKERBILT
Penn Yan, N. Y.

WANTED

WANTED TO BUY
500 Iris kaempferi, light blue
500 Iris kaempferi, dark blue
800 Iris kaempferi, pink
700 Platycodon, blue
350 Lathyrus, pink (Hardy Sweet Pea)
500 Lathyrus, red (Hardy Sweet Pea)
350 Lathyrus, white, (Hardy Sweet Pea)
150 Pachysandra
VITTNER'S GARDENS
Manchester, Conn.

WANTED

Lombardy Poplars, 5 to 6 ft., 1-yr. from cuttings.

Strawberries
Chinese Elms
GENE SANGALLI
1001 S. 13th St. Pekin, Ill.

WANTED

Flowering Shrubs, Evergreens and Vines for Spring Retail Sale.
Do you have a buy? We pay cash.
Address Box 536, care of American Nurseryman.

WANTED—Pelargoniums, Martha Washington only; also tuberous Begonia bulbs and double Camellia. State size.

ROARING RIVER FLOWER SALES
45 E. 17th St. New York, N. Y.

WANTED

Douglas Fir Seeds
JOHN RICK
438 Penn St. Reading, Pa.

OKLAHOMA MEETING.

[Continued from page 14.]

same question may come up during the present session, he said that the A. A. N. is studying the situation closely with the view to exerting what influence it has to insure fair and equitable treatment for nurserymen.

He congratulated the Oklahoma State Nurserymen's Association and Oklahoma state officials for the excellent work they have done in the matter of budwood certification of fruit trees in connection with virus diseases and expressed the hope that the lack of such a program in some states would not result in embargoes and quarantines which would restrict nurserymen who do an interstate business in fruit trees.

Recognizing the importance of soil conservation, the A. A. N. has financed a booklet showing the most

efficient and up-to-date methods. The booklet is being prepared now by the soil conservation service of the United States Department of Agriculture and will soon be available to members of A. A. N. and other interested persons.

To arouse interest in the newest and best nursery products and to reward publicly those individuals who are doing the most for the industry in the fields of research, the A. A. N. will sponsor three national awards.

"One is to be called the Norman J. Coleman award," Mr. Armstrong stated. "It is to be given annually to a selected individual who has performed the most outstanding work for horticulture during the preceding year. Norman J. Coleman was a Secretary of Agriculture and president of the A. A. N. for two terms."

The originator of the best tree fruit and the originator of the best small fruit of the year will be recognized for their achievements by the other two awards, which are being planned with the cooperation of the American Pomological Society.

A revision of the A. A. N. horticultural standards now being prepared by committee members will be presented at the A. A. N. convention in July at Milwaukee, Wis. Such a revision has not been made since 1940. If any members have suggestions for the improvement or modification of these standards, the committee will appreciate their submitting such suggestions to R. P. White, executive secretary of the A. A. N., 636 Southern building, Washington 5, D. C., who will turn them over to the committee for its careful consideration.

Mr. Armstrong ended his talk on an optimistic note, saying: "Even though we are in competition with many more industries than we were a few years ago, we sell products that people want and enjoy. The building boom, which should continue for a considerable period, certainly is going to keep the demand for ornamental material at a high level."

But he also added a little advice: "Provided we get out and work for sales, watch our costs, make a strenuous effort to obtain more efficiency in our organizations and do not over-expand our production, we are going to do all right. Of course, it is axiomatic that those firms which turn out high-quality products and give the best service will show the best results in the end."

State Entomologist's Report.

Mr. Bower's report began with a summary of the results of three major surveys. In cooperation with the United States Department of Agri-

culture, the entomology and plant division of the Oklahoma state department of agriculture made a survey for the white-fringed beetle and found none. Phloem necrosis, a virus disease of American elms, was found in scattered areas in the northeastern corner of the state. No attempts have been made to initiate any eradication or spray program in connection with this disease. A new virus disease, internal cork of sweet potatoes, was not found in any of the storage houses inspected by the group.

In previous years, the division has removed from 150 to 600 trees attacked by peach mosaic each spring from areas outside the one-mile environs of growing nursery stock. During 1947 no trees in that area were inspected, Mr. Bower said.

After finding pink bollworm of cotton during gin trash inspections conducted by the United States Department of Agriculture in November, the division immediately quarantined eight southwestern Oklahoma counties. "Since the beginning of the quarantine," he said, "inspectors have worked diligently to regulate the movement of cotton products and supervise the steam heating of cotton seeds in order to prevent the possible spread of this dangerous pest."

Mr. Bower commended the nurserymen for their increased use of power sprayers. "A few years ago it was rare," he said, "to find any nurseryman who had spraying equipment good enough to handle his own pest problems, to say nothing of doing customers' work. During the past year or two we have been gratified to find more sprayers and dusters in use."

Offering a word of caution, Mr. Bower told the nurserymen that in the use of all insecticides and fungicides, particularly the newer ones on the market, they should remember to have the disease or insect definitely diagnosed before spraying and then use a specific spray for its control. A human being with pneumonia would not be treated in the same manner as an individual with tuberculosis. Plant diseases and insects are the same insofar as a specific control exists for each particular one. There is no material which you can put into your spray tank that will control all the plant diseases and insects you encounter.

The first day's sessions were concluded with a general discussion on topics ranging from sprays to budwood certification.

Entertainment.

A special feature for the nurserymen's wives attending the convention was a luncheon and style show at the

Test Your Own Soil

Grow
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Quality

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LOOK at What You Get

This de Luxe Professional Model Sudbury Soil Test Kit is exactly the same model furnished government departments, wholesale growers, florists, nurserymen, private estates, etc.

Makes hundreds of tests—more than pays for itself in a year (laboratories charge about \$3.50 for each soil sample).

Substantial wooden chest (6 1/2 inches x 18 1/2 inches x 5 1/2 inches). Solutions for nitrogen, phosphorus, potash and acidity tests, test tubes with corks, built-in test tube rack, glass funnels, filter paper, pure tin stirring rod, analysis gauges, etc. Complete, easy-to-follow directions make soil testing simple.

Only \$22.50
EXPRESS PREPAID

Dealers write for Special Offer on this and also smaller models at \$12.50 and \$4.75.

The Amazing SUDBURY SOIL TEST KIT

No Knowledge of Chemistry Needed

Easy to do expertly. Nurserymen everywhere report sturdier stock, more plants per acre, more profit—by testing their soil the Sudbury way.

You quickly learn how much nitrogen, phosphorus and potash are needed for ideal growth. Also whether your soil is acid or alkaline (pH) and how much soil sweetener or lime to use; how much souring solution or ammonium sulphate for acid-loving plants. Charts show needs of 125 flowers, vegetables, shrubs, trees, etc.

The Sudbury Soil Test Kit assures better quality, bigger yield, and boosts your profits! It saves money often wasted on wrong analysis fertilizer—which may even injure valuable crops.

Test any field or plot—even your soil in the frames or greenhouse—whenever you want. No lost time waiting for reports—no exacting measurements or "eye-droppers" required. In 10 minutes nurserymen learn more about their soil than in a lifetime of business.

ORDER YOURS RIGHT AWAY

Right now is one of the seasons you'll save most by testing your soil. Order your Sudbury Soil Test Kit today. Send no money. Order C.O.D. (or send remittance and we'll pay express). Money-back guarantee. Immediate delivery.

Sudbury Laboratory, Box 447, South Sudbury, Mass.
WORLD'S LARGEST MAKERS OF SOIL TESTING EQUIPMENT



PRESTO flower pot
washer

Wash 1000 Pots an Hour

DON'T USE DIRTY POTS

Dirty and Fungus-covered Pots
Reduce Your Profits

Give your cuttings and seedlings a chance to thrive in Clean, Smooth Pots.

Write at once for description and price.

W. R. MINK & CO.

3156 W. 116th St. Cleveland 11, Ohio

near-by Skirvin hotel, while the men had luncheon at the Huckins hotel.

Business was forgotten at the buffet dinner that evening at Beverly's Drive-in restaurant. Bruce Rey, Rey's Nursery, Oklahoma City, served as toastmaster and introduced C. E. Dierker, of the law firm of Howell, Dierker & Smith, Oklahoma City, who delivered a stirring address entitled "Let's Take a Look at Ourselves." Mr. Dierker commented on the government's present foreign relief and also made suggestions for keeping America a fine and strong nation. After the speaker had finished, members and guests enjoyed several hours of dancing.

[To be concluded.]

JUNIPER UNDERSTOCKS.

Begun in 1943, an experiment is being conducted by Ohio State University to determine the compatibility of different evergreen understocks with several scion varieties of junipers, the rate of growth of these scion varieties on the different understocks and the influence of different kinds of understocks on the habit of growth of these scion varieties, reported L. C. Chadwick, of the department of horticulture at the university, in a recent issue of the bulletin, Nursery Notes.

The juniper grafts were made during the winter of 1943 and carried in the greenhouse and frames until the spring of 1944 when they were planted out in the nursery in a well drained, sandy loam soil.

Five scion varieties were grafted onto six different understocks, with a few exceptions. The scions included Burk, Canaert, columnaris glauca, Dundee and Keteleer, while the six understocks were *Juniperus virginiana*, *J. chinensis*, *J. communis hibernica*, *J. excelsa stricta*, *J. horizontalis plumosa* and *Thuja orientalis*. An attempt was made to obtain ten plants of each stock-scion graft, but some variations occurred. Field losses have also occurred during the course of the experiment.

During the spring of 1947 field records were taken on the height and condition of the plants. The scion variety Burk produced plants which were not uniform when grafted with *J. horizontalis plumosa*, while growth was most uniform and compact when grafted with *J. chinensis*. No attempt has yet been made to check the nature of the graft union or the frequency of scion roots. This remains to be done at a later date.

On the basis of the data collected it would appear that *Juniperus virginiana* is considerably the best stock

considering all varieties. *Thuja orientalis* and *J. horizontalis plumosa* gave the poorest results. *J. virginiana* was considerably better than any of the other stocks used with the variety *J. virginiana burki*. *J. excelsa stricta* and *J. virginiana* gave nearly comparable results with *J. virginiana canaerti*. *J. virginiana* and *J. chinensis* gave the best results with *J. chinensis columnaris glauca*. However, the growth of this variety was good and fairly uniform on all the stocks, which may be an indication that this variety develops scion roots readily, and thus the stock exerts little influence on the growth of the scion.

While only two stocks were used with the Dundee juniper, *J. virginiana* appeared to give favorable results. Keteleer juniper gave the best results when worked onto *J. communis hibernica* understock, followed closely by *J. virginiana*. *Thuja orientalis* gave very poor results with this variety.

It was also found that the percentage of survival of grafts of *J. virginiana canaerti* and Keteleer juniper was poor when these scion varieties were worked onto *Thuja orientalis* stocks.

T. orientalis has been used rather extensively as an understock for junipers in the past, but the results of this experiment, which is still in progress, indicate that it is not a satisfactory understock from the standpoint of survival and growth rate of the scion varieties used. Exceptions to this statement may be found where the scion variety readily develops scion roots.

THE Park View Florist & Nursery, 217 Southeast Fifth street, Newton, Kan., have recently been opened by N. B. and A. E. Stahlheber.

THOMAS M. REEVES, Route 12, Box 241, Indianapolis, Ind., is starting a 20-acre nursery at Indianapolis and will grow pines and firs for Christmas trees.

FRED McLINDEN has started a 20-acre landscape nursery, to be known as the Fred McLinden Nursery, at Kalamazoo, Mich., and will build an 8x20-foot combination lath shed and sales building this spring.

THE Davey Tree Expert Co., Kent, O., was recently awarded the third annual Kent medal for public service by the Kent chamber of commerce at its annual meeting for "doing much to make Kent a city of beautiful trees and an outstandingly fine community in which to work and live."

WANT ADS

Help and Situation Wanted and For Sale advertisements.

Display: \$3.00 per inch, each insertion.
Lines: 25¢ line; Minimum order \$2.00.

FOR SALE

Bean Power Sprayer for arboreal work. Has a Royal 20 pump, gives 600 lbs. of pressure, 20 gals. per minute. Hercules engine and a new wooden tank. Completely overhauled and rebuilt by Bean Sprayer Co. and has not been used since. Price includes 100 ft. of 1/2-in. hose, orchard gun, fog-drive gun, shade tree gun and tank filler. Price, \$650.00 cash.

CHARLES G. CRAWFORD

4225 Indian Rd. Toledo 6, Ohio

FOR SALE

One of the finest retail nurseries in California, on the finest boulevard in L. A. county. Wealthy neighborhood. Money-maker for 15 years. Lease can be arranged for suitable time. Owner wishes to retire. Terms to responsible party. Write Box 549, care of American Nurseryman.

FOR SALE OR RENT

Established greenhouse and landscape business. On edge of Chicago's northwest side. Reasonable.

SCHIELD'S NURSERIES
5090 N. Cumberland Rd.
Norwood Pk. 31, Ill.

FOR SALE—Florida Nursery, for less than value of the nursery stock on these 35 acres of good land along the Indian river. This is a good buy. For details write **HORTICULTURAL REALTY CO.**, 40-42 Main St., Flushing, N. Y.

FOR LEASE—Opportunity for gardener or landscape man to lease well located retail nursery, with living quarters, on busy Los Angeles boulevard. Will sell stock at wholesale inventory and give attractive 6-year lease. Air-mail or wire for full details. **DUNN'S NURSERY**, 17700 Sherman Way, Reseda, Calif.

HELP WANTED—Middle-aged man, to grow perennials, and wait on trade. Year-around employment. No heavy work. Single person preferred. Apply **VAN'S NURSERY**, Fairhaven, Mass.

HELP WANTED—Man who knows propagation and nursery practices to do general work and advance to foreman or superintendent. Year-around job in an ideal growing section with a growing concern. **TANKARD NURSERIES**, Exmore, Va.

HELP WANTED—Man to take full charge of growing annuals and perennials for old, well established, eastern Massachusetts nursery. This is a permanent, well paying, year-around job. Our employees have been informed of this ad. Address Box 550, care of American Nurseryman.

HELP WANTED—Nurseryman for retail landscape nursery. Man with nursery experience or training preferred. Must be capable of soliciting, designing and supervising plantings, mostly on small properties. Salary and profit-sharing basis. Good opportunity with old established nursery.
STEELE'S NURSERIES, Palmyra, N. J.

HELP WANTED—Nursery superintendent as partner. Established landscape and nursery business near Baltimore requires capable man for all nursery and landscape operations. Owner will confine efforts to landscape design and sales. Real opportunity for permanent and profitable connection. Orders now booked for spring are worth about \$20,000.00. Address Box 548, care of American Nurseryman.

FOR SALE

Greenhouse complete with automatic temperature controls on hot-water system in use at present time. To be moved during May or June this year. Size, 24x42 ft., with 10x24-ft. potting and furnace room attached. All for \$500.00.

**THE PRAIRIE GARDENS
CO., Inc.
McPherson, Kan.**

FOR SALE

Approximately 5 acres of nursery stock consisting of shade trees, shrubs and evergreens. Located between Akron and Cleveland, O. Ample time given to dispose of it; will grow in value in the meantime. Also practically new Rototiller and Gravelly tractor-cultivator with sickle-bar mower, Fairbanks-Morse water pump and engine with 600 ft. of 1½-inch galvanized pipeline, and 35 ft. sash greenhouse with hot water heating system. \$6,500.00 takes it all; low yearly rent. Address Box 542, care of American Nurseryman.

FOR SALE

Nursery, landscaping and tree surgery business; established 27 years. 12 miles from Pittsburgh on State rd. Total of 26 acres, complete with 4 acres of nursery stock, residence with garage, storage buildings, new trucks and all equipment needed. Several thousand dollars worth of orders and contracts now on books. For full information and price contact

M. W. HINN NURSERIES
Box 267 Sewickley, Pa.

FOR SALE

Tree trimming, removing and spraying and stump-blasting business. Owners wish to sell because of conflicting business interests. Sober, reliable man can earn \$10,000.00 per year; large field, little competition. Will sell for inventory value of equipment; some financing possible. Midwest location. Address Box 547, care of American Nurseryman.

HELP WANTED

Nurseryman, landscape architect, good all-around man capable of soliciting, selling, designing and planting small jobs. Salary and commission. This is a splendid opportunity. Southern location; house available. Address Box 532, care of American Nurseryman.

HELP WANTED

Nurseryman and landscape architect who can sell, make contacts, draw plans, make estimates and plant small jobs. Must be willing and able to function in all nursery operations. Excellent opportunity and salary for the right man. State qualifications and salary expected to start.

THE SECOR LANDSCAPE CO.
3340 Secor Rd. Toledo, Ohio

HELP WANTED

Landscape Architect Wanted.

Married man, about 30 to 35 years of age, who has had experience in selling, designing and supervising landscape work. An unusual opportunity to take over the landscape department of our business. We have a large and select clientele.

This job will require much ability and hard work. Good salary and good commission. Must be a college-trained man who is capable of earning from \$5,000.00 to \$10,000.00 per year. References required.

BOULEVARD GARDENS

370 N. Sandusky St.

Columbus 8, Ohio

HELP WANTED

If you are a hard-working, honest and industrious man needing a break and are experienced in landscape and nursery work and wish to locate where your income will depend on your ability to produce, write me. I have an old-established business with modern office, greenhouse and plenty of land located on a main highway in midwestern city of 300,000. An opportunity for the right man to acquire an interest in the business or to buy outright. Address Box 546, care of American Nurseryman.

HELP WANTED

A well established eastern nursery is desirous of securing the services of a young man between the ages of 25 and 38. Preference will be given to a graduate of a recognized agricultural college, plus a few years' actual nursery field experience. When applying state qualifications, references and salary expected. Please give all the necessary information in your first letter. Address Box 540, care of American Nurseryman.

HELP WANTED

Field foreman for evergreen nursery. Must be able to handle a 40 to 50-man digging and planting crew. State age, qualifications and salary in first letter. Location in north central states. Address Box 633, care of American Nurseryman.

HELP WANTED

Foreman for landscape dept. One who is experienced, can draw plans, make contacts, sell and supervise landscape plantings. Steady all-year employment. Applicant please send full information regarding his background and qualifications.

WABASH VALLEY NURSERIES
R. R. No. 10 Lafayette, Ind.

HELP WANTED

Large, well established, progressive Pennsylvania nursery offers attractive position for thoroughly experienced propagator. Must know soils and fertilizers and be expert in grafting roses, azaleas, rhododendrons, evergreens and hardwoods; produce rooted cuttings. Married, middle-aged man preferred. Can provide housing. Address Box 544, care of American Nurseryman.

HELP WANTED

Position available. Man with propagation knowledge. Apply Box 539, care of American Nurseryman.

SITUATION WANTED

Go-getting manager seeks opportunity. Young man, under 40, with 11 years proven experience managing general nursery, selling both cash-and-carry and landscape, open for management or selling job with aggressive go-getting nursery. State salary and commission, or salary and percentage of gross receipts in first letter. Could meet owner in Chicago any time during February or March. Address Box 538, care of American Nurseryman.

HELP WANTED

Experienced landscape man and nurseryman capable of doing some propagating to take charge of small nursery with good prospects. 5 acres in nursery stock; living quarters for a couple. State age, references and salary expected in first letter. Reply airmail at once to:

FAR NORTH NURSERIES, INC.
Box 1443 Anchorage, Alaska

HELP WANTED

Landscape architect capable of soliciting, selling, designing and planting various types of landscaping jobs. Permanent year-around work with well established landscaping nursery. Modern 3-room house available if needed. State qualifications and minimum pay required.

SCHUELL NURSERIES
Portage Rd. South Bend, Ind.

SITUATION WANTED

Dutchman, 38 years old, married, with one child, seeks position as nursery manager and salesman; speaks English; thoroughly experienced in propagating and growing hardy nursery stock and accustomed to managing employees in the nursery; has an experience of more than 20 years at Boskoop and a good practical knowledge as a grower and salesman. For full particulars, inquiries and further address, please write No. 310, "Elbee", Hillegom, Holland.

SITUATION WANTED

Young Dutchman, wanting to emigrate, is looking for contact with a young landscape gardener or nurseryman. Is well acquainted with garden planning and laying out of gardens. Address letters to Huib v. d. Hoven, Alblasdendam, Holland.

Long Island School

Nurserymen from Long Island, N. Y., met January 28 at the Long Island Agricultural and Technical Institute, Farmingdale, for the annual winter nurserymen's school which was sponsored by the New York state extension service. Speakers from Cornell University, Ithaca, N. Y., and Rutgers University, New Brunswick, N. J., as well as from the institute, were included on the program prepared by Alfred J. Gianfagna, assistant agricultural agent for Suffolk county, and Fred M. Gordon, agricultural agent for Nassau county.

Following an address of welcome by Halsey B. Knapp, director of the Long Island Agricultural and Technical Institute, Dr. George Matthyse, Cornell University, discussed "Current Problems in the Control of Insects Attacking Woody Plants." He recommended DDT wettable powders for the control of insect feeders, such as miners, suckers and borers, and said that these DDT powders are also effective against boxwood and arborvitae leaf miners as well as against elm bark beetles. DDT wettable powder also appears good for control of white-pine weevils. HETP and TEPP are good, but they do not have much residual effect in the nursery and are highly toxic to humans and many animals. Parathion, which soon will be available under the trade name Thiophos 3422, gives good control over mites and aphids, which is not possible with DDT.

"Current Research in the Control of Nursery Crop Insects" was the subject of a talk by Dr. F. L. Gambrell, New York agricultural experiment station, Geneva. For European pine-shoot moth, he recommended a DDT spray of one pound to 100 gallons applied when the moths appear and repeated in ten days. Lime-sulphur was recommended for pine-needle scale. DDT at the rate of one pound to 100 gallons applied as the insects emerge was recommended for boxwood leaf miner. A second application should be given ten days later. The same control is recommended for arborvitae and holly leaf miner. A nicotine dust or spray on holly for leaf miner is also effective at emergence time. Arsenate of lead applied in early spring is effective against juniper webworm. Arsenical sprays, one pound to 100 gallons, applied at time of appearance of the willow leaf beetle, will control this pest. For white-pine weevil, Dr. Gambrell recommended arsenical sprays in early spring, five per cent DDT dust or

wettable powder. Elgetol was recommended for euonymus scale and oyster-shell scale.

The importance of maintaining organic matter in the soil was stressed by Dr. Oscar T. Eichmann, of the Long Island Agricultural and Technical Institute, in a talk on "A Soil-building Program for the Nursery." He said that three types of organic matter are essential: Vegetable matter, vegetable matter in the process of decomposition and humus. They are necessary to increase aeration and water retention and to hold plant nutrients. Humus acts as a buffer for heat and dryness during the summer and cushions the shock of fertilizer applications because it is a safeguard against chemical reactions. With the scarcity of animal manure, cover crop programs were recommended for obtaining organic matter. Sudan grass is recommended where bulk is desired, but nitrogen must be supplied for its breakdown when the grass is turned under. Winter wheat and rye mixture are good if cut each season and allowed to remain. Winter vetch can be added if thirty per cent legumes are in the mixture.

Concluding the morning's program R. L. Clement, New York state department of agriculture and markets, spoke on "Quarantine Regulations for the Golden Nematode of Potato as It Applies to the Nurseryman." Fred M. Gordon presented "A Summary of Research on the Control Today of the Golden Nematode."

Bringing the program to a close, Dr. A. M. S. Pridham, department of floriculture and ornamental horticulture, Cornell University, spoke on "Weed Control in the Nursery," and Harvey Gray, of the Long Island Agricultural and Technical Institute, spoke on "Labor-saving Devices in the Nursery."

PENNSYLVANIA MEETING.

[Continued from page 8.]

paper and magazine editors and material has been furnished to radio stations for broadcasting. In some cases the script for the program has been written. She has worked closely with garden clubs and especially with youth organizations, such as the 4-H Club and the Boy Scouts of America.

The third phase includes the present program for this year, which includes plans for continued use of the radio to bring information on planting and gardening to the public. It is planned to have twenty-six special programs during 1948. These will be broadcast every other Wednesday and will deal with informational subjects; the A. A. N. will be mentioned often. The plans call for a tie-up with radio station WJZ, and the National Farm and Home Hour may use the material.

Wherever possible, there will be a tie-in with the large, national advertising firms. When various products are pictured in outdoor settings, attempts are made to have them in a properly planted setting. At every opportunity plant material will be shown or mentioned.

The highlight of the meeting was

NOW TRY PARAGON SPRAYER No. 3 in Your Nursery, Orchard and Propagating Beds.

Ten days' trial will convince you that Paragon Sprayer No. 3 will do your spraying and whitewashing better, faster and easier or it will cost you nothing. Oversize air chamber maintains higher pressure—more uniform spray. Longer pipes and hose reach greater area from one position. Compact truck stands steady on uneven ground; can't jam in narrow places; extra-wide metal wheel rims prevent cutting into turf. Continuous agitation keeps solution from settling in container or clogging strainer and nozzles. Equally effective with any spray, insecticide, disinfectant or water paint anywhere, any time.

Complete with pipes, hose and nozzles, \$29.95. Air gauge, \$2.60 extra. 12-gallon capacity. One-wheel truck if specified.

If your dealer does not handle Paragon Sprayer No. 3 check the coupon and mail direct to us.



THE CAMPBELL-HAUSFELD COMPANY, 503 State Avenue, Harrison, Ohio

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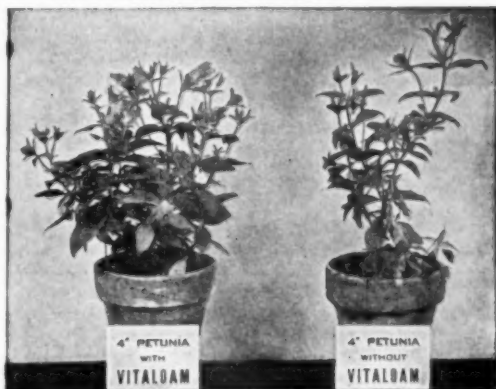
THE ANSWER TO EVERY NURSERYMAN'S DREAM!
Once You TRY IT You'll NEVER AGAIN Be Without It

GET THE "FEEL" OF
FAMOUS →

VITALOAM
TRADE MARK

CONSERVE THAT MOISTURE
PROTECT YOUR PLANTINGS

—Sold in 48 States and Canada—



These Plants looked identical when repotted.
Repotted April 8th — Photo May 7th

The Sweetheart of the Soil

"It rejuvenates the Earth"

Needed by Every Nurseryman, Landscape Gardener and Tree Expert in America. NOT A COMMERCIAL FERTILIZER. Put Right Around The Roots Of Trees and Plants.

REJUVENATE Your SOIL With "VITALOAM"

WARNING—Send in your order NOW to insure delivery.

A famous American nurseryman calls VITALOAM "black gold" and he recently flew from Virginia to Lancaster to compliment us personally on the creation of an outstanding product.

Use your letterhead and write for Wholesale Prices!

SOIL RESEARCH LABORATORIES, INC.

531 East Main St.

Lancaster, Ohio

the presence of James H. Duff, governor of Pennsylvania, at the banquet Wednesday evening. After the dinner, Governor Duff addressed the enthusiastic audience. He stated that he has been interested in all phases of conservation for many years and expressed his pleasure at being able to speak to a group whose business it is to conserve and maintain the beauties of nature by the use of plants. He strongly urged the nurserymen as citizens to consider the present distress and chaos, brought about by greed, distrust and lack of understanding among peoples of the world. Without proper leadership, plans or effort, we may drift into the paths of destruction, but if we are willing to work with zeal for peace and understanding among all peoples, we cannot fail to succeed. The solution is clearly in the hands of the citizens today, he said.

Because of another engagement, Governor Duff was unable to remain for the entire evening's program. A. S. Beshore, Harrisburg, entertained with a humorous talk, which was enjoyed by everyone.

A short business meeting of the Pennsylvania chapter of the A. A. N. opened the session Thursday morning. A proposed plan for selecting the number of delegates to the annual



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Azalea and Camellia
SPECIAL

Already famous for use on Azaleas and Camellias—Fast becoming the leading plant-food for use on Magnolias, Hollies, Gardenias, Rhododendrons, Kalmia, Tea Olives, Blueberries, Tuberous Begonias, Fuchsias, etc.

Cultural Booklet—Azaleas and Camellias—will be sent upon request.

The RELIANCE FERTILIZER CO.
SAVANNAH, GEORGIA

PLAX

Plastic grafting compound.

For field grafting and top working.

WHITE, prevents sun injury.

PLASTIC, requires no heating.

ADHESIVE and ELASTIC, expands with growth.

LIGHTPROOF and WATERPROOF. THOROUGHLY TESTED NONTOXIC

Sample quart, \$1.50, prepaid.

West of Mississippi, \$1.75.

MOUNTAIN NUT CO.

Sole Distributors

1436 Watts Ave. Roanoke, Va.

ALLEN'S "FERTO-POTS"

Grow better vegetables, flowers, corms. Start in flats, then plant, pot and all.

PLANT EATS POT.

Box of 100 Box of 250

2 1/2-inch pots \$2.75 \$5.00

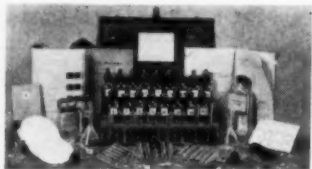
3-inch pots 3.00 5.50

Also 2-4-D Weed Killer, DDT, Rotenone, Pyrethrum, BHC, PDB, Soda Ash, Lye, "Antu" Rat Killer, Cow Manure, Big-3 Rose Food, Tobacco Dust and Ground Stems, Humus and "Mulch-nur."

Write for prices, Agents wanted.

ALLEN CO., Pittstown, N. J.

YOU CAN'T TELL



● No one can look at a soil or feel it and by this means tell anything about its active chemical condition. The chemical nature of a soil must be revealed by means of chemical testing. Without such testing, no one can tell whether his plants are receiving the right kind of nourishment in the right quantities.

● Systematic soil testing with a SIMPLEX SOIL TEST OUTFIT gives definite information concerning soil conditions and reveals important plant growth factors in the soil. SIMPLEX SOIL TEST OUTFIT users can determine easily, quickly and accurately just what fertilizing chemicals any soil contains in a form available for plant use. Regular testing of your soils with a SIMPLEX SOIL TEST OUTFIT will prevent malnutrition and overfeeding of your plants.

Complete Outfit, \$25.00;
makes 100 each of 15 types of tests.

Junior Outfit, \$14.50;
makes 100 each of 6 types of tests.

Farm Outfit, \$10.50;
makes 100 each of 4 types of tests.

Soiltex Kit, \$1.00;
makes 100 tests for acidity.

All prices F.O.B. Cleveland.
All prices subject to change

The EDWARDS LABORATORY

3295 West 130th St., Cleveland 11, Ohio



Build Your Own Irrigation System

Using the nozzle that gives adequate irrigation on low operating cost. Covers 40-foot circle on 15 lbs. pressure. Complete even coverage improves yields and quality of crops.

Plan and instructions sent upon request.

ITTNER BROS.
BOX 89, ANOKA, MINNESOTA

PLATE BOOKS

We offer a stock plate book; we also offer the plate book with your own selection. Please write fully your list of plates wanted in a book.

B. F. CONIGISKY

202 Main Street

Peoria, Ill.

conventions was explained. After a discussion, it was voted to support the so-called Meehan-Long plan.

The first speaker on the program was Col. E. A. Doepke, local advertising manager of the Patriot and the Evening News, newspapers at Harrisburg, whose subject was "Your Business and My Business." Colonel Doepke said he was planning to build a home in the near future and would be needing nursery stock; yet in looking through the advertisements he found many firms offering 10-cent packets of seeds, but none offering real nursery stock. He felt that this was the wrong kind of advertising, for "Advertising," he said, "means to turn toward."

He declared that after one has advertised in newspapers or magazines with no results, the tendency is to blame the medium. Yet if letters are sent with no results, one will usually try to write a better letter. The same thing should apply to advertising in papers—write better copy. Advertising must be profitable. When it is not, it has not been properly channeled. Advertising is a message from the advertiser in absentia to the customers, and it must represent the firm's personality. Colonel Doepke warned against copying advertising of others.

Advertising must be timely, and it must be remembered that everyone will not be looking for a particular advertisement. Only about ten per cent of those who read a newspaper will notice a particular message, and a much smaller percentage will be interested. To be effective, advertising must be well written and it must be repeated. A single advertisement does little good; instead, advertising must appear regularly so that a gradual pull will be developed. In conclusion, Colonel Doepke stressed the necessity of planning well and making the advertisement as good as the rest of the business. It should be written for the customer and not to please the advertiser.

"Merchandising from Sales Grounds" was the subject of an excellent talk by Raymond S. McLay, general manager of Tree-Land, Inc., Cambridge, Mass.

In conclusion, a talk on "Modern Merchandising in Retail Stores" was given by R. J. Charles, general manager of Bowman's department store, Harrisburg. He defined merchandising as the planning of buying and selling with the aim of achieving maximum volume, profit and good will. He said the objectives of merchandising are, first, customer wants, which one must try to determine by research and sampling, and second,



PLANT TUBS

For Palms, etc.

Size	Each
7 ins. wide, 7 ins. deep.....	\$0.90
8 ins. wide, 8 ins. deep.....	1.00
9 ins. wide, 9 ins. deep.....	1.10
10 ins. wide, 9 ins. deep.....	1.15
12 ins. wide, 11 ins. deep.....	1.55
14 ins. wide, 13 ins. deep.....	2.15
16 ins. wide, 15 ins. deep.....	2.75
18 ins. wide, 17 ins. deep.....	4.75

SHALLOW TUBS Per doz.

A—8 x 5 ins.....	\$ 7.00
B—9 x 5 1/2 ins.....	8.00
D—10 x 6 ins.....	9.35
J—12 x 7 ins.....	11.40

Special price on 100 or more.

Painted green.

All inside measurements.

No C.O.D. Check with order.

WIEGROW PRODUCTS CO.

38-44 West 26th St. New York 10, N. Y.



NEW PLASTIC DIBBLE

SAVES TIME — MONEY !

A new dibble developed by a commercial grower. Dirt absolutely will not stick to it. Neat, clean, silken-smooth, wear-resistant, stainless, thoroughly tested and proved the best material existing for this use.

It's the ideal dibble and will save hours. Try one and you will be convinced. Sent postpaid for \$1.00 (check or money order). \$10.00 per dozen. Order today.

JAMES-RICHARD CO.

BOX 7 FAIRPORT, N. Y.

LINDIG'S SOIL SHREDDER



New improved model

Now available with Screening Attachment.

Engineered for the perfection of soils.

Prompt delivery.

Write for folder and price list.

Lindig's Mfg. Co. 1875 W. Larpenteur Ave. St. Paul 8, Minn.

PERFECTION MARKERS ARE BETTER



For Park Trees, Display Gardens, Field use or Greenhouse Pots or Benches. Proven by thousands of users and every one a booster! You'll like them, too. They will stand for years at one marking, or may be changed any number of times for various markings. Send for catalog and prices of the complete PERFECTION LINE.

The S-W Supply Co., D. 33, Glenside, Pa.

Please mention the **American Nurseryman** when writing advertisers

engineered buying, by which information is assembled and plans are drawn up. Only items which seem to pass the tests and offer a likely chance for reselling should be bought. The third objective is sales promotion. Goods must be displayed attractively, and selling must be personalized. The fourth aim is merchandise control; if material is not selling, a quick markdown may be effective. The markdown must be enough to move it. In conclusion Mr. Charles reminded the group that merchandising has as its goal the making of a profit.

Louis E. Wissenbach, Squirrel Hill Nursery, Pittsburgh, reported for the state college committee and urged the members of the association to give united support to the department of horticulture of Pennsylvania State College. He said that in order to receive the most benefit, the industry must work for better facilities at the college.

R. P. Meahl, associate professor of ornamental horticulture, Pennsylvania State College, outlined the nurserymen's conference, sponsored by the college, which was held February 17 to 19 at State College. He invited all nurserymen to attend.

Albert F. W. Vick, Jr., Vick's Wildgardens, Cynwyd, reported for the show committee and urged that the association sponsor an exhibit in the Philadelphia flower show. After considerable discussion, it was voted that an effort be made to have an exhibit in the Philadelphia flower show in 1949.

With regard to workmen's compensation, Albert Meehan, Thomas B. Meehan Co., Dresher, reported some firms have failed to turn in their total pay rolls for 1947. He stressed the importance of sending in these figures, since the higher the pay roll for the industry as a whole, the better the chance of lowering compensation rates. He also reported that accidents had increased and warned that this, too, would increase rates. He urged nurserymen to pay the medical costs of minor accidents and not to report them when there was no serious injury. This would help in reducing the total number of accidents reported and would mean money to the nurserymen.

The need for a close tie-up with the publicity program of the A. A. N. was emphasized along with the need for publicity especially for the Pennsylvania Nurserymen's Association. The publicity committee was directed to draw up plans for a program and report the estimated cost for the consideration of the executive committee.

VITALIZE YOUR PLANTS

with

RA-PID-GRO

Stop Worrying. Stop Complaints from Customers. Stop Making Enemies of Customers When Stock Dies.

Do You Have a Little Gremlin in Your Nursery? Is His Name REPLACEMENTS?

Would You Like to Say, "We Guarantee All Our Stock We Sell You to Live and Grow." You Can Say This if You Will Add Five Words:

*"If You Use
RA-PID-GRO
in Transplanting"*

When You Sell RA-PID-GRO to Your Customers with Every Order of Nursery Stock, You Are Making Good Money for Yourself and Getting a Free Advertiser for Your Stock—a Satisfied Customer.

RA-PID-GRO is the Greatest Ambassador of Good Will the Nurseryman Has Ever Had. We Cater to the Nursery Trade.

OUR PRICES ARE THE SAME AS BEFORE THE WAR

Write for Nursery Trade Discount

RA-PID-GRO CORP.

DANVILLE, N. Y.

PRINT YOUR OWN POST CARDS

COMPLETE
OUTFIT
only
\$7.50



Amazing results in sales, inquiries and contacts... saves time and money... very easy to use. **GEM STENCIL DUPLICATOR** is ideal for Advertising, Announcements, Notices, Labels, Forms, Price Lists—hundreds of uses for every type of business and organization. Comes complete with all supplies, instructions and 60-page Book of Ideas.

FREE TRIAL OFFER: Try it before you buy it! Write and a GEM OUTFIT will be sent you postpaid. After 10 days, send only \$7.50 or return the GEM, no questions asked. The GEM must sell itself; you be the judge.

BOND EQUIPMENT CO. • Dept. 129
513 Olive St. • St. Louis 1, Mo.

SEND NO MONEY • FREE TRIAL OFFER

TWINE... ROPE... TWIST-EMS

Large Stocks

J. E. Fricke Co.

40 N. Front Street
Philadelphia 6, Pa.



TENNESSEE SHORT COURSE.

[Continued from page 15.]

miculite is completely inert, flats filled with this material must be watered with weak nutrient solutions after the seedlings appear. They cannot be held in check as with sphagnum moss.

Uncle Henry's Advice.

"It is a pretty big order to give some more of Uncle Henry's good advice," stated Henry Homer Chase, Chase Nursery Co., Chase, Ala.

"Uncle Henry looks back over seventy-seven grand years, and that is quite a few more than I have to my credit, but I have had the pleasure of being exposed to him more than the rest of you folks, and I hope I have had the good sense to absorb some of his advice and wisdom enough to apply what I have absorbed. He is, as you all know, a remarkable fellow and can outrun ninety per cent of the people in this room both physically and mentally.

"It is well to review Uncle Henry's seven recommendations and then see what has happened in the past six months.

"Inventory and protect your equipment by fire insurance. I believe this should be standard procedure, and yet many of us upon arriving home should check up on those insurance policies.

"Plan a balanced production. After attending many of the recent nurserymen's meetings and after talking with friends it looks as if we might have slipped up on our balanced productions.

"Avoid overproduction of easy-to-grow items. Many planted what was thought to be a reasonable crop without looking around enough and are now pondering whether it is best to burn the excess plants and scatter their ashes on the fields or disc the plants under and add humus to the soil.

"Increase reasonably the harder-to-grow items. We are trying hard to observe this bit of wisdom and hope our judgment pays off, keeping well in mind the fifth recommendation 'Remember the old law of supply and demand.'

"Get out of debt. This seems to be well observed by everybody, the nurseryman and farmers alike, and give a lot of thought to investment. I think the saddest man in the world is the fellow who bought high-priced land, going in debt to do so, and then found his market gone or his prices off to the point where he could not get himself out of debt. It is all right to buy high-priced land if you have the cash to pay for it,

FOR EXTRA PROFITS

USE AND SELL



"NA-CHURS"



LIQUID FERTILIZER

FOR YOUR USE

"Na-Churs" is based on a tested formula developed by the Ohio State University. Gives your plants that added boost — enables you to control and market at highest prices. "Na-Churs" is easy to use, reduces labor costs, and may be applied with your present equipment.

FOR YOUR CUSTOMERS

Sell "Na-Churs" to your customers at liberal profit.

1946 ADVERTISING AND MERCHANDISING CAMPAIGN

- | | |
|---|--|
| 1. Series of Direct Mail Letters. | 4. Free Book, "Garden Facts" For Your Customers. |
| 2. Newspaper Ads. | 5. Co-operative Advertising. |
| 3. Impressive 4-Color Display Material. | 6. Magazine Ads. |

Still a few territories available for exclusive distributorship
WRITE TODAY! to Dept. A for complete information.

"NA-CHURS" PLANT FOOD COMPANY

MARION, OHIO

LONDON, CANADA

a complete stock of nursery twines ★

GEO. B. CARPENTER & Co.
440 NO. WELLS STREET • CHICAGO 54

"SINCE 1840"

and all of the best

Need we say more? It has always been our aim, and always will be, to supply the required needs with the best twines the market has to offer.

**Those YELLOWING LEAVES may turn GREEN
IF YOU SPRAY THEM WITH**

For chlorosis due to
Iron deficiency.

Does not contain
Iron sulphate.



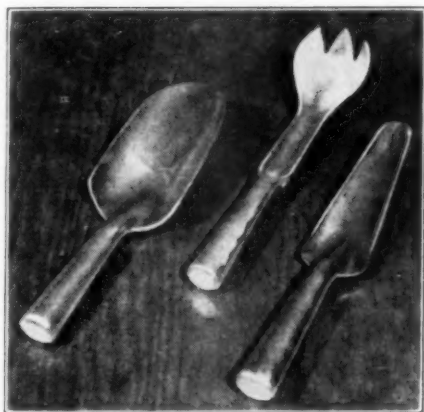
4-oz. jar\$1.25
(Makes 1½ gals.)

1-lb. jar\$3.00
(Makes 6 gals.)

SCHUYLKILL CHEMICAL COMPANY Dept. J 2346 Sedgley Ave.
Philadelphia 32, Pa.

ORDER NOW FOR SPRING DELIVERY . . .

THE FINEST GARDEN TROWEL, TRANSPLANTER
AND CULTIVATOR, BULB PLANTER... ever offered.



LIGHTWEIGHT — ONE-PIECE
CAST ALUMINUM

Streamline Design • Handy
Durable Tools • Will Not Rust.

Profitable Resale 59c EACH (per tool),
minimum price.

Your cost **\$4.32 to \$4.80** per doz.

Order Through Your Jobber

Special Sample Offer:

In order that you can see and actually use these high-grade tools, all three will be sent postpaid on receipt of **\$1.00**. De luxe (highly polished) set, **\$2.00**.

Generous discounts to Seedsmen and Nurserymen doing a jobbing business in garden supplies. Write to:

MELCO MANUFACTURING CO. 2017 GRAND AVE.
CHICAGO 12, ILL.

and I believe that has been well borne out the past few years.

"Uncle Henry's last recommendation, 'Be thrifty,' needs no further elucidation.

"Looking back, I wonder why Uncle Henry did not mention one of his pet loves, namely 'Green Fields in Winter.' This slogan has been adopted by the Alabama department of agriculture, and it certainly is true of the whole area in which we live. It seems to me that we would all be wise to ally ourselves with our soil conservation districts, practicing contour plowing and terracing where necessary and using winter cover crops. It might be like bringing coals to Newcastle to talk to you folks about this when you are apparently pasture and cattle conscious and this may be merely conversation to bolster our own determination to help protect the country's greatest asset, next to its people, its fertile soil.

"Another pet scheme that Uncle Henry likes to talk about is mechanization. I would like to mention one particular piece of mechanized equipment which has paid us beautifully, and that is a tractor-drawn tree digger. We built a homemade rig on a John Deere model G, and the machine paid for itself during the first week we used it in the saving of

PORTABLE, ALL-BRASS CHAMPION GIVES YOU ALL-PURPOSE SPRAYING AT LOW COST

Here's ONE portable sprayer that does the work of several. Nozzle quickly adjusted to spray anything . . . up, down or sidewise . . . as fine mist or 30-foot stream:

INSECTICIDES • FUNGICIDES • OILS
DDT • WEED KILLER • WATER PAINT

No dangerous compressed air tank. Pressure pumped as needed in pressure cylinder only. 4 1/4 gal. tank and working parts all brass. Trouble-free, no clogging.

See your dealer or write for free literature. Territories available for established dealers.

CHAMPION SPRAYER CO.

Mfrs. of Portable Sprayers and Dusters
6509 HEINTZ AVENUE
DETROIT 11, MICH.



TIMELY NECESSITIES for Prompt Shipment

- "HOLLANDIA" BURLAP SQUARES
New Material, Soft, Easy to Tie; Saves Time, Labor and Twine.
- REED MATS for coldframes
- "GIBRALTAR" Frost Covers
- "COTTONETTE" Nursery Squares

Write for prices; state requirements.

New Amsterdam Import Co., Inc.
122-N Chambers St. New York 7, N. Y.

Horticultural PEAT MOSS Finely Granulated High Absorbency



culls alone. We are now going into our third season with it and are delighted with the ease with which it does its work and the payroll saving it has effected for us. Mechanization and its saving of human sweat which, as you all know, is an expensive commodity, is a thing that we should all examine in all its ramifications and try to utilize.

"Another piece of advice, which I think Uncle Henry might want me to pass on is relative to the public relations program in which the A. A. N. is now engaged. We had the pleasure while at Chicago last month of hearing a report from a representative of the Verne Burnett organization, and it is trying to do a job for the nurserymen. For the past several seasons a large part of the good business we nurserymen have enjoyed has been because Mr. and Mrs. America, who had a lot of dollars and nothing much for which to spend them, bought nursery stock. That situation is changing rapidly now, and the homeowner again is finding available electric appliances, automobiles and many other consumer items which he had done without for a long, long time. Once again we find ourselves in a situation of competing with big business for Mrs. Smith's dollar bills. It is my firm belief that the Verne Burnett organization has succeeded and will continue to succeed in telling the American public that we nurserymen have something to offer which the public must have. Big business, you know, uses organizations of the Verne Burnett type just for the very purpose of keeping its name before the public, and it certainly is incumbent on us to cooperate to the fullest with the A. A. N. and with our able representative on the market development and publicity committee, Louis Hillenmeyer, of Lexington, Ky.

"In closing Uncle Henry tells me that three rules for a speaker are stand up, speak up and shut up. I think the time has now arrived for me to comply with the last."

Banquet.

Prof. G. M. Bentley, entomology department, University of Tennessee, was toastmaster for the annual banquet in the evening and introduced the out-of-state guests. An entertaining and interesting talk was given by Dr. Gus Dyer, former head of the department of sociology and economics, Vanderbilt University.

Nurserymen's Short Course.

The department of horticulture, University of Tennessee, in conjunction with the Tennessee State Nurs-

A WORD ABOUT

LAWN MARVEL

FEED AS YOU WATER

For
Healthy Trees
Velvety Lawns
Beautiful Evergreens

LAWN MARVEL is a scientifically compounded formula designed to give the best results to your trees, shrubs and lawns throughout the growing season. The nutrients your plants require are contained in LAWN MARVEL in what is considered by foremost horticultural authorities to be the proper proportions to sustain and nurture plants properly.

Use it yourself; sell it to your customers; write for prices.

PLANT MARVEL LABORATORIES

12050 Parnell Ave.

Chicago 28, Ill.

HORTICULTURAL PEAT MOSS

98% ORGANIC Matter

WANTED—YOUR 1948 PEAT MOSS BUSINESS

Better equipped than ever to serve you. Fine dry or medium wet grades, packed in 100-pound bags, veneer crates or bulk cars. Samples, analysis and rates furnished on request.

GET OUR PRICES BEFORE YOU BUY

GEORGIA PEAT MOSS CO., INC.

Lake Park, Ga.

HYPONEX PLANT FOOD

CLEAN—ODORLESS—SOLUBLE—POWDER

USE HYPONEX to grow bigger and better flowers and vegetables in poorest soil—even in sand, cinders or water. Excellent fertilizer for trees, shrubs, lawns and house plants.

USE HYPONEX for top-dressing seedlings, cuttings and transplants. Produce strong root systems and stems, also more and larger flowers and fruit.

SELL HYPONEX to your customers. Nationally advertised.

1-oz. packet 10¢—packed 72 to case—wt. 7 lbs.
3-oz. can 25¢—packed 36 to case—wt. 12 lbs.
7-oz. can 50¢—packed 24 to case—wt. 14 lbs.
1-lb. can \$1.00—packed 12 to case—wt. 16 lbs.
10-lb. drum \$8—25 lbs. \$13—50 lbs. \$25—100 lbs. \$40
Commercial growers and dealers receive 33-1/3% discount from the above retail prices.

BUY HYPONEX from your jobber or send \$1 for 1 lb. (makes 100 gallons). \$1 credited on first order for 1 drum or case.

HYDROPONIC CHEMICAL COMPANY, Inc.
Copley, Ohio

BEFORE YOU BUY ANY TRACTOR—

SEE THE POWERFUL
5-H.P. GRAVELY—the
world's finest, yet most
moderately priced Garden
Tractor... Complete line
of exclusively designed
power tools for every
Garden, Lawn and Field job.

WRITE
FOR FREE
CATALOG

GRAVELY

TRACTOR-MOWER
FIELD - TESTED FOR 25 YEARS

GRAVELY MOTOR PLOW & CULTIVATOR CO.
Box 361 Dunbar, W.Va.

erymen's Association, held its first short course at Morgan Hall January 23 following the meeting of the association.

In spite of the sudden change to cold icy weather, approximately thirty persons attended the one-day program.

Dean N. D. Peacock, vice-dean of agriculture, gave the address of welcome, stating that the university and the department of horticulture were glad to be of service to the nurserymen of the state and hoped this short course was the beginning of many more such meetings in the future.

William W. Stanley, associate entomologist, Tennessee agricultural experiment station, gave an interesting and informative talk on "New Insecticides."

"Cover Crops and Rotations for Nurseries on Different Soils in Tennessee" was discussed by Prof. Lawrence Skold, agronomy department, University of Tennessee.

The soils of the state and the factors influencing productivity were covered in detail. The benefits of rotations are year-around cover for soil, efficient nutrient utilization, organic matter and nitrogen and tilth maintenance. Cover crops may be planted uniformly over the land between cycles of nursery stock in addition to being planted between the rows of nursery stock as a cover or green manure.

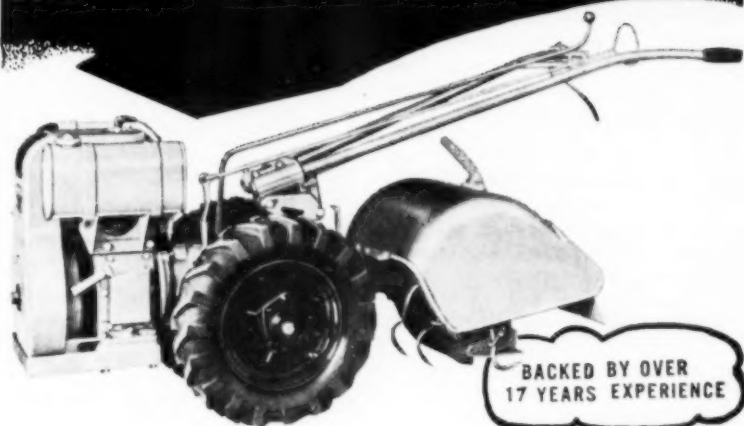
Plants of possible use for cover crops in the nursery were discussed. Perennial and biennial plants include the following: Alfalfa, which has a high lime requirement, has a duration of three to ten years, is deep-rooted and consequently requires a deep soil. An alfalfa-grass mixture (orchard meadow fescue, tall oats and brome) gives better runoff control. Red clover is a biennial that tolerates more acidity than alfalfa, but is less deep-rooted. A red clover-grass mixture (same grasses as with alfalfa, plus timothy) gives better runoff control. Sweet clover is a biennial with a high lime requirement. It is vigorous and deep-rooted. Sericea lespedeza is a deep-rooted, long-lived, low-quality forage that is slow to establish, but will exist on shallow soils. Also useful are pasture or meadow mixtures such as ladino or white clover, alsike clover, bluegrass, meadow fescue and orchard grass.

Winter annuals for nursery cover crops include crimson clover; crimson clover and rye grass or small grain; button clover, hard-seeded; vetch, or a mixture with small grain, and Austrian winter peas.

Summer annuals for nursery cover crops include soybeans, cowpeas,

ARIENS THE *Tiller*

DESIGNED AND BUILT FOR HEAVY DUTY PERFORMANCE



The only tiller with:

Full horsepower motor—9 h.p. model B; 7 h.p. model C . . . Standard two speeds, forward and reverse . . . Positive action multiple disc clutch . . . Full-sized 9/16" electric alloy steel tines . . . Center shoe and share assembly cuts out middle and tills entire area.

Model B is still the quality unit of all tillers—designed and built for heavy-duty performance . . . for such jobs as you require of a tiller.

Write today for complete details and name of nearest distributor.

**A
COMPLETE
LINE OF
ROTARY
TILLAGE**

ARIENS COMPANY

BRILLION — WISCONSIN

Pruner Heads
8 and 10-ft.
Ladder
Sections
16-in. High
Tops
12-ft. Douglas
Fir Pruner
Poles
Pole Saw
Heads and
Blades



No. 16, 17-inch pull stroke, 4 1/2-point.

Karl Kuemmerling, Inc.

1021 Renkert Building

Canton 2, Ohio

soybeans and millet, Sudan grass and annual lespedezas.

New courses in ornamental horticulture recently added to the college curriculum were discussed by Fred C. Galle, of the department of horticulture.

The new courses are as follows: General floriculture covers the principles and practices in the production of flowers. A study will be made of soils, fertilizers, watering culture maintenance, kinds of flowers and varieties and adaptability of plants for greenhouse and outdoor growing. Study will be both from the standpoint of commercial nurseries and home flower gardens.

In the course on plant materials a study will be made of ornamental, deciduous and evergreen trees, shrubs and vines and their identification, culture and adaptation to environmental conditions. Special attention will be given to the combination, use and management of these materials in landscape planting.

The theory and practice in the development of small landscape plans will be included in the course on landscape design. Emphasis will be given to the placement of ornamental plants and structural garden features.

Nursery management will deal with the basic principles and practices in the production of ornamental and fruit tree stock. Special attention will be given to the location, layout, cultural practices, pest control and equipment for wholesale and retail nurseries.

Other new courses being added are breeding of horticultural crops, marketing vegetables, roadside marketing, preservation of fruits and vegetables and horticultural by-products.

The University of Tennessee was recently selected by the American Rose Society to establish a test garden, and in conjunction with this garden a large perennial bed of irises, peonies, day lilies and chrysanthemums and a section for ground cover plots are being constructed.

A tour was made of the display grounds, nurseries and greenhouses of the university.

Progress of the contour planting in the nursery was shown. Methods of propagation and trade exhibits were on display in one of the greenhouses.

Because of the enthusiastic interest shown by the nurserymen, additional short courses will be given by the department of horticulture of the University of Tennessee in coopera-



BIG HAND TRUCK

\$112.50 F.O.B., K.C., Kan.

THE GARDEN SHOP, INC.

4819 Mission Rd.

Kansas City 3, Kan.

BIG NURSERY HAND TRUCK

40-inch Ball — 1500 lbs.

New equipment to save time and labor. Handle heavy jobs easier, faster, with fewer men. Get into places otherwise inaccessible to heavy equipment without tearing up lawns.

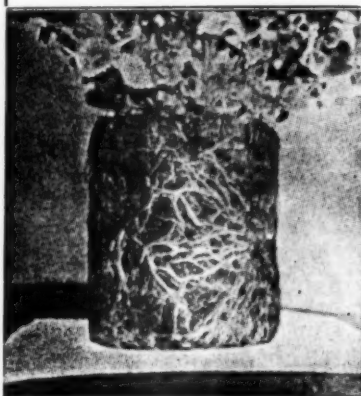
We are now giving immediate shipment on this big hand truck.

SPECIFICATIONS

- Specially designed curved nose.
- Electrically welded—strong, sturdy.
- Equipped with three 4-ply 16-inch tires.
- Over-all width, 45½ inches.
- Over-all height, 7 feet 9 inches.
- Weight, 175 lbs., including 19-ft. chain.
- Attractive, professional appearance.

MEL-LO PEAT

A Wonderful Soil Builder



Actual Photograph
Of Plant Grown with MEL-LO PEAT
Roots like these can be grown by anyone where Mel-lo Peat is used. See our ad in Classified Column.

MEL-LO PEAT CO., Willard, O.

—P. O. Box 195—

For BETTER COMPOST



W-W GRINDER and SCREEN

Grinds, or Mixes, or Screens

(PATENTED)

Discards Rocks and Trash

Grinds manure, sod, tough and wet materials through rollers.

Screens through perforated screens. Makes perfect compost of any material used for compost no matter how hard or wet or stringy.

Ruggedly built for hard usage and to break up hard and tough materials. Long life and low operating cost.

FREE New compost circular. Facts of interest and real help to growers. Write for your copy. No obligation.

W-W GRINDER CORP.
Dept. F Wichita, Kansas

"GRO-QUICK" ELECTRIC SEED BED HEATER

BOTTOM HEAT CAN'T BE BEAT

For Early Plant Starting
For High Germination
For Fast Growth
For Rooting Cuttings

200 watt Junior Cable for 20 sq. ft. \$1.60
400 watt Senior Cable for 40 sq. ft. 3.20
Air Thermo with pilot light 1000 W. 3.75
Soil Thermostat with pilot light. 9.50
Special 220 volt Cable for 80 sq. ft. 6.40

WRITE TODAY
FOR EXPERIENCE REPORTS, PLANS.
Prepaid at prices shown. Immediate delivery.

"GRO-QUICK" 385 W. Huron St.
Chicago 10, Ill.

REFORESTATOR

HERE IS THE ANSWER TO YOUR NURSERY PLANTING & REFORESTATION PROBLEMS:

SATISFIED CUSTOMERS REPORT

- MORE TREES PLANTED
- BETTER PLANTING JOB
- MORE MONEY SAVED
- ILLUSTRATED DESCRIPTIVE LITERATURE ON REQUEST

Place orders now. Due to high cost of materials, manufacturing will be limited to definite orders sent in advance for spring delivery.

PEQUEA PINE PLANTATIONS
R. F. D. 8, Roseville Rd., Lancaster, Pa.

TOPS IN PLANT-FOOD VALUE!



AGRICO FOR LAWNS, TREES & SHRUBS

Contains all needed plant foods in just right proportions to stimulate season-long growth of greener lawns, healthier trees and shrubs. In 100, 50, 25, 10, 5 lb. bags.

AGRICO FOR GARDENS

Specially formulated for greater abundance of flowers, more bloom and color—better vegetables, richer in minerals and vitamins. In 100, 50, 25, 10, 5 lb. bags.

AGRICO FOR BROAD-LEAF EVERGREENS

Prepared expressly to feed Rhododendrons, Azaleas and other acid-loving plants—also builds up soil's acidity, essential for these plants. In 100, 50, 25, 10 lb. bags.

MANY leading Nurserymen use Special-Purpose Agrico Fertilizers exclusively—because Agrico-fed plantings have greater health and vigor. They sell Agrico to their trade, too—because customers get better results—and profits on Agrico sales help pay their own fertilizer costs and show a nice profit besides.

These three Special-Purpose Agrico Fertilizers go further, do a better job... more plant-feeding value per pound and per dollar. Order Agrico now—we furnish liberal supply of colorful booklets, display material, newspaper cuts, etc., to help you boost sales and profits. Write us today.

ORDER AGRICO NOW!

Order Agrico from nearest A.A.C. Sales Office, or write to

The AMERICAN AGRICULTURAL CHEMICAL Co.

50 CHURCH STREET, NEW YORK 7, N. Y.

tion with the Tennessee State Nurserymen's Association.

Marketing.

After luncheon Prof. F. F. Batson, department of horticulture, Mississippi State College, gave an interesting talk on "The Marketing of Nursery Products."

Professor Batson emphasized the future markets for nursery stock because of the increase in industry and capital and higher income of workers in the south.

There is a great necessity in the production and handling of nursery stock to have a high-quality product when it reaches the customer. More time must be spent in developing better root systems of plants by root pruning and giving greater care in digging. Pinching and shearing will improve the quantity and shape of the top growth.

Display and sales grounds must be made attractive to induce the public to enter them. The organization and efficiency of operation must follow to make the public glad to come back.

The various methods of advertising by use of catalogs, local newspapers, Christmas cards, mailing lists, display yards, garden club talks and Kodachrome slides were covered thoroughly.

POWER SPRAYERS

"MYERS"—The finest made.

Gasoline or Electric Models.

A descriptive catalog upon request.

SOIL-STERILIZING

COVERS—"STERIL-FAB"

Sample and prices upon request.

NURSERY STAKES—

Galvanized Steel

No. 8 gauge—(.203 inch) finest hard steel. —Heavily Galvanized—

LENGTH	Per 100	Per 500	Per 1000
3 ft.	\$3.70	\$17.95	\$35.50
4 ft.	4.90	23.90	46.50
5 ft.	6.15	29.75	58.50
6 ft.	7.45	35.75	69.50
7 ft.	8.65	41.60	81.50

Shipped new and fresh direct from our mill in Indiana. Delivery in 2 to 4 weeks.

Schupp

FLORIST SUPPLY CO.
Wilmette, Illinois

Low-Priced GARDEN TILLER

Makes It Easy
to Work 5 to 20 Acres
of Common Crops



The Mulsifier Soil Tiller! A great time and labor saver! Prepares the soil for planting in a single operation. Pulverizes the soil as fine as if it were plowed, diked and harrowed. Spreads fertilizer as it tills. Ideal also for cultivating. Has adequate power for all workable soils. Travels at speeds up to 2½ miles per hour. Easy to operate; nothing to do but guide it. Any teenage boy or girl can do it. Sells at a fraction of the price of a tractor. Send postcard for circular.

MULSIFIER CORPORATION

373 Midland Detroit 3, Mich.

* Trade Mark Reg. U. S. Pat. Off.

Mulsifier
ROTARY SOIL TILLER

Free CIRCULAR

RAFFIA

MADAGASCAR in A. A.
West coast and X. X. Superior
Also

GOODRICH
BUDDING STRIPS

Write for prices

THOMAS B. MEEHAN CO.
Dresher, Pa.

PRUNING TOOLS

Grafting and
Budding Supplies
Tree Wound Paints

SPRAY HOSE
SPRAY GUNS
SPRAY MATERIALS

Write for catalog and price list.

TYSON ORCHARD SERVICE
Adams County Flora Dale, Pa.

OHIO SHORT COURSE.

[Continued from page 16.]

a man, he should train the employee himself. Once a man starts drifting from job to job he is likely to continue drifting and seldom becomes a valuable man in an organization. If a man approaches an arborist for a job, it might be well for the arborist's own protection and that of the man's former employer to contact that employer, tell him that you contemplate hiring the man and ask about him.

The general consensus seemed to be that it is suicidal to start hiring men away from other operators. It is far better to hire and train your own men, pay them a living wage and provide good working conditions.

In regard to bidding for a job, several suggestions were offered. Make a bid for the job at a price which will return a fair profit, and let the competitor take the losing jobs if he is anxious to underbid for them. Good service comprises the foundation of a good business, and the customer should be sold the idea that he has obtained good service. Arborists have failed to educate the public as to the amount of skill required and too often fail to show people that they have given them good service. They should go over the job with the customer when they have finished it and show him in what ways he has received good service.

In answer to the question of whether it is all right to go after another man's customer it was stated that an arborist should offer a better service than the customer is now receiving if he can provide such service. This should not be done by running down the other man's work, but by explaining what should be done and the service one has to offer. If the arborist has what people need, let them know about it. He can sell himself without bothering the other fellow by doing an honest day's work on jobs that he knows how to do and is equipped to handle properly. If the arborist does that, the customers will increase his business for him, and he will not have to be worried about competitors.

Certified Tree Experts.

"The Certification of Tree Experts in New Jersey" was discussed by Winston E. Parker, landscape forester, Moorestown, N. J. Mr. Parker gave an interesting presentation of the background of the present New Jersey law and discussed the reasons why the law was deemed necessary and the changes that were necessary and the difficulties that were sur-



AUTOMOTIVE TREE MOVER

It is not so much what we, the manufacturer, say about the good qualities of our Tree-moving Equipment as what our customers think and say about it. The firms listed below are a partial list of users of our Rocker Type Tree Mover. Shipment can be made very soon after order is received.

William Lauweret, Landscape Contractor, 43 Wisconsin St., Rochester 9, N. Y.
The Funk Tree Service, Jeromesville, O.
J. C. Bunch & Son, 33 and Hulman St., Terre Haute, Ind.
Puritas Nursery, 19201 Puritas Ave., Cleveland, O.
Liberty Nursery, Liberty, S. C.
Prudential Nursery, Kalamazoo, Mich.
Wolf Tree Experts, 1632 Fairmount Blvd., Knoxville, Tenn.
Chicago Park District, 425 E. 14 Blvd., Chicago 5, Ill.
Jones Ornamental Nursery, Hobbs Road, Nashville, Tenn.
B. L. Potter Nurseries, 2717 Fifth Ave., Huntington, W. Va.
Hillensmeyer Nurseries, Lexington, Ky.
City of Cedar Rapids, Ia.
Frank O. Anderson, Martin Rd. No. 6, Erie, Pa.
Jos N. Howell, Howell Ridge Rd., Knoxville 17, Tenn.

Wm. Jeffrey, Arborist, 305 S. Division, Knoxville, Ill.
B. F. Barr & Son Nurseries, R.F.D. 1, Lancaster, Pa.
C. O. Heyerdahl, Windsor, Conn.
Terrace Gardens Co., 4650 Tippecanoe Rd., Youngstown 7, O.
John Williams, 3650 Hermitage Rd., Richmond, Va.
Besuden Nurseries, 11 Cochran, Dayton, O.
Laur Shade Tree Service, 8153 Tuddy Ave., Overland Park, Mo.
Gordon A. Phelan, R.F.D. No. 3, Waterbury, Conn.
Marshall Nursery, Arlington, Neb.
Runciman-Fisher Co., P. O. Box 343, Chelsea, Mich.
Cal Ray Nursery Co., St. Matthews, Ky.
Forest City Tree Protection, East Euclid, O.
Baker Bros. Co., Fort Worth, Tex.
Simmons Nursery, Michigan Ave., Toledo 12, O.
The Stebenthaler Co., Stebenthaler Ave. and Catalpa Dr., Dayton, O.

WILLIAMS & HARVEY NURSERIES

Box 7068, Country Club Station

Kansas City 2, Mo.

Please Mention AMERICAN NURSERYMAN When Writing Advertisers.

use rich... *Hyper-Humus*

The Natural Soil Organic

Profit 2 Ways

Through Finer Flowers
Through Sales to Customers

Nurserymen Prefer

HYPER-HUMUS

HYPER-HUMUS CO.,

1. Uniform in quality—dependable
2. Free from weed seeds and insect larvae
3. Alive with beneficial bacteria
4. Odorless, pleasant to use
5. A reservoir of natural moisture
6. 5.5 to 5.7 pH, suitable for most plants
7. 85% to 90% organic
8. Many uses, indoors and out.

Write for Literature and Quotations

Box 18, Newton, N. J.

FREE COPY
How To Kill Rats

weeds, insects; split rocks; irrigate; disinfect; thaw; sterilize with heat. Save labor of 4 men. Write today.

SINE EQUIPMENT, AN9, Quakertown, Pa.

HOTBEDS WITHOUT FRAMES OR SASH

gain a month in spring by sowing early seed in open ground over electric soil heating cable. Seeds grow fast in warm soil—have outdoor hardiness and vigor.
40-ft. cable for 3 to 20-ft. seed rows, \$1.40.
80-ft. cable for 3 to 40-ft. seed rows, \$3.20.
Instant delivery postpaid at above prices.

GRD-QUICK, 366A W. Huron St., Chicago 10, Ill.

PRUNING KNIFE SPECIAL

No. 7503 Budding & Pruning Knife, 4 1/2" long, 2" blade, bone stag handle (Wt. 3oz.). Best Quality. Other types. Ask for complete catalog No. 29.

BARTLETT MFG. CO.,

3056 E. Grand Blvd., Detroit, Mich.

\$3.85 Postpaid

IMMEDIATE DELIVERY.

ZIP-STAY LABELS



Inspection Tags, Letterheads, Booklets, Cards, Envelopes.

Please write for prices and samples.

OHIO NURSERY LABEL CO.

405 Foster Ave.

Elyria, Ohio

QUICK, SURE ROOTING MEANS MORE PROFIT

WHERE AND HOW TO USE TRANSPANTONE

Treat broad and narrow leaf evergreens, deciduous trees and shrubs. Soak the soil around the roots when planting or soak bare-root plants overnight in a barrel of the solution before replanting. The treatment will not interfere with proper hardening of the wood before winter.

It pays to use Transplantone solution when transplanting shrubs and trees. Transplantone-treated shrubs and trees suffer less from shock and wilt, fewer of them die, *more* of them start active growth *sooner*.

A LITTLE TRANSPANTONE GOES A LONG WAY

One pound of Transplantone makes 160 gallons of solution for treatment of trees and shrubs or 1600 gallons of solution for seedlings and soft-tissued plants.

Reg. U. S. Pat. Off.
TRANSPANTONE

A 3-oz. can of TRANSPANTONE costs \$1.00

A 1-lb. can of TRANSPANTONE costs \$4.00

Write today for our special terms to nurserymen.

AMERICAN CHEMICAL PAINT COMPANY

Ambler, Pa.

mounted before the bill was finally passed and became a law twelve years after it had first been introduced.

This law created a tree experts' bureau composed of three members, who operate under the jurisdiction of the state department of conservation and serve without compensation. These men administrate the law and prepare the examinations. These examinations are based on the theory that both the practical tree expert and the college graduate could pass if both did some research in preparation for the exam.

An examination may be applied for by a graduate of a recognized college or an equivalent institution or by any person who has had five continuous years of practical experience immediately preceding such application. Examinations will be held under the law as frequently as is necessary, and it is necessary to pass the examination before a certificate can be issued. Since 1940, when the tree expert act became law, twenty-four certificates have been issued.

These certified tree experts have formed the New Jersey Society of Certified Tree Experts, and the success or failure of the entire act hinges upon the activities and progress of the society, since the bureau has expressed its willingness to cooperate

JAPANESE BEETLE CERTIFICATION MATERIALS

Larva Tox 90-10 (Ethylene Dibromide—Ethylene Dichloride)

Used for treating bare-rooted woody stock by the dip method. More economical than washing, and it eliminates the necessity for a treating chamber.

Pint bottle (makes 42 1/2 gals.)	\$ 1.00
Case of 12 pt. bottles	10.50
1 gallon (makes 380 gals.)	6.75
5 gallons (makes 1,897.5 gals.)	33.00

Larva Tox Formula No. 2 (Ethylene Dichloride)

Primarily used in treating potted and balled plants (between Oct. 1 and May 15) to obtain certification for shipments out of beetle area. May also be used to control other soil insects.

Pint bottle	\$ 0.85
Case of 12 pints	7.50
Gallon	4.50
5 gallons	21.00

We also have available 2% DDT Dust for certification of potting soil, and 10% DDT Dust for plots and acreage.

SOMERSET ROSE NURSERY, Inc.

P. O. Box 608

New Brunswick, N. J.

New Handy Items for 1948

Handy Lawn Guard, Handy Peony Supports, Handy Row Marker. Also Ideal Garden Gadgets, such as Midget Fence, Handy Hose Holder, Metal Plant Stakes, Label Markers, etc.

Write for folder today.

LANSING SPECIALTIES MFG. CO.

Lansing 12, Mich.

POULTRY MANURE

100 lbs., in 50-lb. bags, \$2.00; 500 lbs., in 50-lb. bags, \$9.00; 1000 lbs., in 50-lb. bags, \$16.00; 2000 lbs., in 50-lb. bags, \$26.00.

DIAMOND STATE EVERGREEN CO.
Milton, Del.

with the society in all matters of policing and regulations. One of the first actions of the society was the drafting and adoption of a code of ethics and a list of standardized practices to govern the operations of certified men. These have been accepted by the bureau as a basis of approved accepted practice.

Mr. Parker believes that progress has been made and that more will be made as time goes on, but he had one word of caution. He believes that an independent commission and not one controlled by another department will have a greater chance of doing what the arborists want, because then policies can be determined by the industry directly rather than fitted into a plan already in operation for a government-financed and government-controlled unit.

He believes that the tree-owning public will soon learn to recognize the meaning of the term "certified tree expert" and will demand the services of certified men. It is the only way the public can tell who or what the man is who is selling the job, and it would prefer to hire the best man available.

Spray Materials.

Continuing with the afternoon session January 19, Dr. Eugene D. Witman, director of fundamental research and laboratory development, Sherwin-Williams Co., Cleveland, O., discussed "Horticultural Spray Materials since DDT." Dr. Witman stated that before using any spray material, one should read the label carefully to determine the materials contained in the spray and the kind of machine in which it should be used and then follow directions.

There are several forms of DDT, and each should be used in a specific way for a specific purpose. Wettable powders, such as fifty per cent wettable DDT, should be used only in a conventional spray machine; they are not good for fog machines or concentrated sprayers. Highly dilute non-wettable powder is useful for dusting at the strength in which it is removed from the package. Concentrated non-wettable powders are used for dusting after being diluted to the desired concentration with a diluent. Diluted DDT solvents are used for space spraying and should not be used on plants. Concentrated solvents are valuable for airplane spraying. Emulsified liquids containing twenty to thirty per cent DDT can be mixed with water at the rate of one-half gallon per 100 gallons of water and used without injury to plants. Aerosols are considered too expensive for field use, although they are satisfactory

Cyclone HEDGE MOWER

A modern, hand-operated mowing tool that's amazingly fast for trimming hedges, shrubs and bushes.

Cuts 32 sq. inches at a single stroke of the double-edged, two-way cutting tool steel blade.

Your customers will appreciate saving many week-end hours. Tell them about this faster, low-priced hedge tool.

PRICED TO SELL FOR ONLY

\$5.95

Write for
details and resale discounts.

**CHANDLER
MACHINE COMPANY**
AYER, MASS.



PROTECT WITH LIQUID WAX CRYSTAL NODRI

A liquid wax emulsion. Can be applied with brush or sprayer.

Used extensively to protect hemlock and other evergreens from winter injury.

Also retards loss of moisture after trees, plants and shrubs are transplanted.

Reduces mortality and extends planting season.

Crystal Soap & Chemical Co., Inc.
Department AN

6300 State Road, Philadelphia 35, Pa.

ATKINS

SILVER STEEL SAWS

No. 16 — "AAA" Pole Saw, curved blade, 16-in.

No. 390 — ONE-MAN Bull Saw, Tuttle tooth, 30-in.

No. 41 — Pruning Saw, 26-in.

No. 40 — Tuttle Tooth Pruner, 24-in.

Immediately available.

Write for prices.

ARBORIST SUPPLY COMPANY
Incorporated
RYE, NEW YORK

Before Buying First Get Our Prices On

BURLAP

Domestic Squares
Cotton Squares
Dutch Squares

TWINE and PAPER

J. SHORE & COMPANY, INC.
Chelsea, Mass.

Anti-Rodent Tree Foli. Prevents sun and wind burn. Bright aluminum, 2,000 ft., \$4.95.

Rustproof Screen for tree protection, 100 sq. ft., \$3.00.

Wax Paper, assorted sizes, heavy; 25-lb. bale, \$1.00.

Tree-bracing Hose, 27x1 1/2 ins., heavy duty metal ends, \$6.00 per 100.

Burlap Sacks, used; \$4.00 per 100.

Bench Wire, annealed, slight rust, No. 18, 60-lb. coils, \$2.75.

Check with order, please.

MILTOW SUPPLY CO.
1825 E. First St. Dayton, O.

CLOVERSET POTS...



The six advantages listed to the right have all been proved at Cloverset Flower Farm during the past 25 years. Long before Cloverset Pots were offered to other nurserymen they were proved for **Easier Selling**, **Greater Customer Satisfaction** and **Increased Profit** while giving away the low-cost pot with the plant.

Carrying away the plant, which was growing and blooming, in the pot appealed to our customers. They liked to see what they were getting and they could disregard the planting season and set the plants in the garden at their convenience. They were eager and willing to pay much more for plants already started in Cloverset Pots. This plan for **Easier Selling** at much **Greater Profit** has built a thriving, profitable CASH-and-CARRY business in roses, shrubs, perennials, vines and other small nursery stock. **YOU CAN DO THE SAME.** Our **FREE BOOK** tells you how. Send for it today.

1. Builds **CASH-and-CARRY TRADE**
2. Extends **SELLING SEASON** SEVERAL MONTHS
3. Prevents **PLANT LOSSES**
4. Attracts **BEST CLASS CUSTOMERS**
5. Increases **PROFITS**
6. Assures **BETTER Customer Satisfaction**

DON'T DELAY
SEND FOR THIS FREE
BOOK TODAY.



SEND ONLY 25c FOR SAMPLES

OF ALL FOUR SIZES. WE PAY THE POSTAGE.

Correct Size for Every Purpose



No. 0 For perennials and greenhouse.
No. 1 For perennials and MIMB.
No. 2 For roses and shrubs.
No. 3 For large shrubs and transplanting.



NEW No. 4 POT available soon

This larger pot is ideal for large shrubs, fruit trees and evergreens. Send 25c for sample which will be shipped postpaid as soon as available.

Read the true story and history on starting and selling plants in bloom and full foliage for greater profits—the Cloverset way. Over twenty photo pictures and complete descriptive material taken from our own profitable testing grounds.

ORDER NOW!
FREIGHT SHIPMENTS ARE SLOW

Ask about **DISCOUNTS** and **FREIGHT SAVINGS** on carload and group car shipments.

Practical Nurserymen for 25 years.

COMPARE THESE PRICES (STANDARD HEAVY)

Price List	No. 0	No. 1	No. 2	No. 3
Height	5 1/2 ins.	6 1/2 ins.	9 1/2 ins.	9 ins.
Diam. Top	5 ins.	6 ins.	7 ins.	8 ins.
Bottom Diam.	4 1/2 ins.	5 1/2 ins.	6 1/2 ins.	7 1/2 ins.
Corresponding Clay Pot	6-in.	7-in.	8-in.	9-in.
Approx. Weight Per 100	35 lbs.	52 lbs.	78 lbs.	88 lbs.
Per 100	\$3.00	\$4.25	\$4.75	\$5.25
Per 1000	\$27.50	\$40.00	\$45.00	\$50.00

CLOVERSET FLOWER FARM

ERNEST HAYSLEY & SON

105th Street and Broadway, Kansas City 5, Mo.

A. F. S. "Easi-Off" WOOD PLANT BANDS



Saves time and labor. Bands are removed without cutting; therefore the dirt ball and roots are not disturbed . . .

CAT.	Size in inches	Weight per 1000	Per 1000
No. M-310	1 1/4 x 1 1/4 x 2 1/4	12 lbs.	\$3.75
No. M-320	2 x 2 x 2 1/4	16 lbs.	4.35
No. M-340	2 1/2 x 2 1/2 x 3	20 lbs.	4.65
No. M-350	3 x 3 x 3	21 lbs.	4.95
No. M-360	3 x 3 x 4	32 lbs.	5.15
No. M-391	4 x 4 x 4	40 lbs.	5.60

Packed 1000 to the carton.
We do not break the cartons.

LIGHT WOOD FLATS

For handling and shipping our 1 1/4-inch and 2-inch sizes of Plant Bands.

	Per 100
M-370; holds twelve 1 1/4-inch Bands.....	\$2.95
M-390; holds twelve 2-inch Bands.....	3.30
M-392; holds twelve 2 1/4-inch Bands.....	3.95
M-393; holds six 3-inch Bands.....	3.85
M-394; holds six 4-inch Bands.....	4.25

Packed 100 to the carton. We do not break cartons. Shipped promptly from the factory in Michigan.

AMERICAN FLORIST SUPPLY CO.

A Division of American Bulb Co.

1335 W. Randolph St. Chicago 7, Ill.

IT COSTS NO MORE (and in most instances less)

FOR OUR PACKING OF Nursery Burlap Squares and Rolls

Write for prices and samples.

L. ATKIN'S SONS

P. O. Box 167 Rochester, N. Y.

WOOD LABELS

For Nurserymen

DAYTON
FRUIT TREE LABEL
CO.

Ray and Kiser Sts. DAYTON, O.

BAMBOO CANES RAFFIA — BULBS

McHUTCHISON & CO.

92 Chambers St. New York, 7, N. Y.

in the greenhouse. DDT paints can be made by stirring five per cent DDT in the paint and should be effective for about three years.

Dr. Witman said that in buying benzene hexachloride one should note the content of the gamma isomer since it is the only one with insecticidal value. Dilute powders containing one to five per cent of the gamma isomer and concentrated wettable powders containing eighteen per cent of the gamma isomer are now available.

Chlordane is useful for the control of aphids and has a higher toxicity on animals than DDT. It is available in wettable powder form in concentrations up to forty per cent, and these powders can be used only in a conventional sprayer. There is also an emulsifiable product which can be used in any type of sprayer.

Dr. Witman stated that hexaethyl tetraphosphate (HETP) is a mixture of compounds containing about fifteen per cent tetraethyl pyrophosphate (TEPP), which is the only active ingredient. It is required that the TEPP content be printed on the package, and one should note this information when buying HETP. This spray material will kill many types of insects upon contact, but it has a tendency to remove the galvanized lining from spray tanks and is toxic to higher animals. It is available in water-soluble and emulsifiable forms.

The newest spray material, E-605, or 3422, appears to be an excellent spray material for the control of many insects and is particularly valuable for the control of red spider and codling moth. It is deadly to higher animals and humans, and anyone using it should wear a respirator. It is available in the form of wettable powders in concentrations up to fifteen per cent. Emulsifiable forms containing twenty per cent concentrations are also available, but they are dangerous to store because of their volatile fumes, which are toxic to man.

Three powdered forms of 2,4-D which are now available are a mixed sodium salt containing seventy per cent 2,4-D, a crystallized sodium salt containing eighty-three per cent and an ammonium salt containing ninety per cent 2,4-D. 2,4-D is also available as water-soluble liquid products composed of diethanolamine or triethanolamine salts containing forty per cent 2,4-D. These should be used in conventional sprayers, but the sprayers should be thoroughly cleaned after being used if insecticides are to be used in them afterward. Dusts of 2,4-D are available, but are dangerous to use because they may drift and injure other plants.

[To be concluded.]

We Recommend Our OPEN MESH COTTON NURSERY SQUARES

which have rendered
complete satisfaction
for many years
to the

LEADING NURSERYMEN
throughout the
UNITED STATES and CANADA
Why not try them?

Now Selling for
IMMEDIATE
or
SPRING 1948
DELIVERY

Samples and prices gladly
furnished upon request.

AMERICAN-NATIONAL BAG & BURLAP CO.

Incorporated

343 Kent Ave., Brooklyn 11, N. Y.

LABELS FOR NURSERYMEN

THE
BENJAMIN CHASE
COMPANY
DERRY, N. H.

HALPERN BROS.

Burlap and Cotton
NURSERY SQUARES
all sizes.

272 S. 2nd St. Market 3346
PHILADELPHIA 6, PA.

A. M. LEONARD & SON

Piqua, Ohio

Knives — Pruning Tools
Nursery Spades — Supplies
Write for Bulletin.

WHOLESALE PRICE LIST

GARDNER'S NURSERIES

Rocky Hill, Conn.

Our nurseries are located at Rocky Hill and Cromwell, on the state highway between Hartford and Middletown. See signs. 300 acres of choice young trees and hedge plants that have been properly root-pruned and sheared.

We have listed only the items we can furnish by the carload. Many other desirable items not listed invite your inspection.

Stock is guaranteed satisfactory, but we cannot consider claims after five days. We solicit your patronage and cordially invite you to visit us at any time.

Terms and conditions adopted by American Association of Nurserymen. 2 per cent, 10 days; 30 days net.

★BERBERIS THUNBERGI.

Barberry.

2-yr. untr.

Per 1000

10 to 12 ins.	\$ 40.00
12 to 15 ins.	60.00
15 to 18 ins.	80.00
18 to 24 ins.	100.00

Write for prices on 10,000 and up.

★BERBERIS THUNBERGI.

Barberry.

2-yr. trans.

Per

100

Per

1000

15 to 18 ins.	\$20.00	\$150.00
18 to 24 ins.	25.00	200.00

BERBERIS ATROPURPUREA.

Red Barberry.

4 to 8 ins., liners.	40.00
1-yr. seedlings,	
6 to 10 ins., all 3 br.	
and up	20.00 100.00

Write for prices on 10,000 and up.

★LIGUSTRUM OVALIFOLIUM.

California Privet.

2-yr. extra-heavy.

18 to 24 ins.	10.00	60.00
2 to 3 ft.	12.00	80.00
3 to 4 ft.	16.00	120.00

Write for prices on 10,000 and up.

★TSUGA CANADENSIS, SPECIMENS.

Canadian Hemlock.

10

rate

100

rate

30 to 36 ins., B&B, heavy.	\$3.10	\$3.00
3 to 4 ft., B&B, heavy.	4.10	4.00

JUN. CHINENSIS PFITZERIANA.

Pfitzer Juniper.

★18 to 24 ins., B&B

10

rate

100

2 to 3 ft., B&B

2.60

2.50

JUN. EXCELSA STRICTA.

Greek Juniper.

★18 to 24 ins., B&B

1.60

1.50

24 to 30 ins., B&B

2.10

2.00

JUN. C. HIBERNICA.

Irish Juniper.

5 ft., B&B

1.60

1.50

JUN. SQUAMATA MEYERI.

Meyer's Juniper.

18 to 24 ins., B&B

2.60

2.50

THUJA OCCIDENTALIS PYRAMIDALIS.

Pyramidal Arborvitae.

4 to 5 ft., B&B

3.10

3.00

5 to 6 ft., B&B

3.60

3.50

6 to 7 ft., B&B

4.10

4.00

THUJA OCCIDENTALIS.

★American Arborvitae.

2½ to 3 ft., B&B

1.60

1.50

3 to 4 ft., B&B

2.10

2.00

4 to 5 ft., B&B

3.10

3.00

THUJA OCCIDENTALIS

GLOBOSA.

★Globe Arborvitae

18 to 24 ins., B&B

1.30

1.20

24 to 30 ins., B&B

1.50

1.40

TAXUS CUSPIDATA CAPITATA.

★Upright Yew.

24 ins., B&B

4.10

4.00

30 ins., B&B

5.10

5.00

36 ins., B&B

6.10

6.00

TAXUS CUSPIDATA.

Spreading Yew.

★18 to 24 ins., B&B

10

rate

100

24 to 30 ins., B&B

\$3.10

\$3.00

TAXUS HICKSI.

Hicks Yew.

30 ins.

4.10

4.00

★TAXUS INTERMEDIA.

15 to 18 ins.

4.10

4.00

RETINOSPORA PLUMOSA.

Plumosa.

18 to 24 ins., B&B

2.10

2.00

24 to 30 ins., B&B

2.60

2.50

30 to 36 ins., B&B

3.10

3.00

RET. PLUMOSA AUREA.

Plumosa Aurea.

18 to 24 ins., B&B

2.10

2.00

24 to 30 ins., B&B

2.60

2.50

30 to 36 ins., B&B

3.10

3.00

MUGHO PINE.

18 to 24 ins., B&B

1.35

1.25

★ACER PLATANOIDES.

Norway Maple.

2-in., 8 to 10 ft.

5.10

5.00

★ACER PLAT. SCHWEDLERI.

Schwedler Maple.

2-in., 8 to 10 ft.

6.10

6.00

★EUROPEAN MT. ASH.

2½-in.

5.10

5.00

All evergreens B&B at list prices.

Dig your own at 20c less per tree.

No boxing.

Deliveries—full truckload and carload only, or call for your own stock.

★ All Items starred ★ can be certified for western shipment.

EXTRA-QUALITY JAPANESE YEW LINERS

Our twice-transplanted, frame-grown liners are all **4 to 5 YEARS OLD** and not to be confused with **2 to 3-YEAR-OLD** material of similar size grown in pots. The superior quality of these lining-out specimens is to be considered when comparing prices. There is no substitute for **AGE** and **NORTHERN GROWING CONDITIONS!**

It is our suggestion, that in order to avoid disappointment, you order **NOW** the **LINING-OUT EVERGREENS** that you will need next Spring.

		Each Per 100	Each Per 1000
Upright Japanese Yew	6 to 8 ins., xx frames	\$0.45	...
Upright Japanese Yew	8 to 10 ins., xx frames	.50	...
Upright Japanese Yew	10 to 12 ins., xx frames	.60	...
Spreading Japanese Yew	4 to 6 ins., x flats	.18	\$0.15
Spreading Japanese Yew	8 to 10 ins., xx frames	.45	.42
Spreading Japanese Yew	10 to 12 ins., xx frames	.55	...
Spreading Japanese Yew	10 to 12 ins., field	.80	...
Spreading Japanese Yew	12 to 15 ins., xx field	.90	...
Brown's Yew	8 to 10 ins., xx frames	.45	.42
Brown's Yew	10 to 12 ins., field	.85	...
Hatfield Yew	10 to 12 ins., xx frames	.65	...
Intermedia Yew	6 to 8 ins., xx frames	.43	.40
Intermedia Yew	10 to 12 ins., field	.90	...
Dwarf Japanese Yew	6 to 8 ins., xx frames	.45	.42
Dwarf Japanese Yew	8 to 10 ins., xx frames	.60	...
Dwarf Japanese Yew	10 to 12 ins., field	.85	...
Hill's Pyramidal Yew	6 to 8 ins., xx frames	.43	.40
Hill's Pyramidal Yew	8 to 10 ins., xx frames	.45	.42
Media Yew, No. 1	6 to 8 ins., xx frames	.43	.40
Media Yew, No. 1	8 to 10 ins., xx frames	.45	.42
Hick's Yew	4 to 6 ins., x flats	.18	.15
Hick's Yew	6 to 8 ins., xx frames	.43	.40
Hick's Yew	8 to 10 ins., xx frames	.45	.42

Sold in multiples of 25 only. 25 at the 100 rate; 250 at the 1000 rate.

Each X signifies one transplanting.

D. HILL NURSERY COMPANY

Evergreen Specialists

:-:

Largest Growers In America

DUNDEE, ILLINOIS